A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 25, 1965

Payments balance: where we stand

Patent system faces the future

World Market Report

Business Bulletins *from around the world*

AUSTRALIA—Humes, Ltd., awarded $9.4 million contract for Murray II pipeline in Snowy Mountains hydro-electric irrigation scheme in New South Wales. Pipeline, due for completion in early 1969, is part of link between Murray I and Murray II power stations. It consists of high tensile steel pipes of total length of 4,775 feet varying between 13 feet 6 inches to 15 feet in diameter.

GERMANY—Barmer Maschinenfabrik AG (Barmag), member of Vereinigte Glanzstoff group of companies, establishes U.S. subsidiary, American Barmag Corp., in Charlotte, N.C. New firm capitalized at $200,000 and although sales at first will be of machines made by German parent company, U.S. company will begin its own production. German Barmag is leading manufacturer of textile and man-made fiber machines which last year had sales of $25 million, 57% of which were export. According to Barmag, company has orders totalling $5.5 million in U.S., Canadian, Mexican markets to be served by American Barmag Corp.

GUATEMALA—Workers Bank, capitalized at $2 million from Government contributions and obligatory payroll deductions from public and private employees, to begin operation Jan. 1, 1966. Bank to make loans to trade unions and cooperatives and to individual workers for emergencies, home improvements, other purposes such as purchase of work tools and installation of small shops. Administrative procedures in bank expected to be "simple, rapid, and expeditious" to facilitate low-cost credit formerly not available to workers.

New factory to manufacture plain and corrugated cardboard boxes from raw materials imported from U.S. opened in Guatemala City. Cajas y Empaques de Guatemala, S.A., is half owned by U.S. firm, Weyerhauser Co. of Tacoma, Wash., and at full capacity will produce some 30 million sq. ft. of corrugated cardboard a month. One hundred workers employed at present, and 30 to 40 additional jobs to be created when capacity operations are reached in few months time.

HONDURAS—First National City Bank of New York completes purchase of over 50% majority interest in local commercial bank, Banco de Honduras. This is first U.S. investment in Honduran banking system.

ICELAND—Icelandic consumers, with per capita GNP of $2,100, increasing purchases of home appliances (including dishwashers, built-in ovens). Consumer credit used in 80% of these sales. For many retailers this has resulted in working capital shortage. U.S. exporters of consumer products who can extend liberal financing may be able to take advantage of this development.

INDONESIA—Contrary to earlier report, Yuda Niaga, Inc., one of New York offices of Indonesian state trading companies, will not be closed. Both Central Indonesian Trading Co., Inc., and Yuda Niaga, Inc., will continue to operate in New York in handling state trading companies' trade with U.S.

ITALY—Further signs of economic recovery appear in latest production figures. July industrial production rose 8.1% over June 1965 and 5% over July 1964. Motorvehicle production for first seven months of 1965 increased 7.9% above corresponding period of 1964. Housing construction in first half of 1965 rose 5.8% above first half of 1964, but non-housing construction fell 42.6%.

LIBYA—Kingdom of Libya Airlines (KLA) begins commercial service with flights between Tripoli and Benghazi. Other domestic, as well as international, routes planned but have not yet been announced.

MALTA—Total of 6,186 tourists visited Malta during July, representing more than 22% increase over same month in 1964. United Kingdom accounted for 66% of number of tourists while U.S. accounted for almost 13%.

MEXICO—Mexican and Argentine Central Banks sign reciprocal credit agreement for $1.5 million. Agreement, valid for one year and renewable, reportedly will be used to finance trade between the two countries and will involve "swing" and two months payment period. It also guarantees transfer and conversion of currency of each country for amount of credit. Since Mexican peso is firm while Argentine currency is less so, agreement, in effect, guarantees to Mexican exporters convertibility of their proceeds from sales to Argentina.

NIGERIA—Consortium of U.S., British and German firms join Nigerian Government in plans for eventual establishment of $30 million iron and steel industry. Smelter, located in Northern Nigeria near site of iron ore and limestone deposits, will have transport connections with rolling mill in Eastern Nigeria by Niger River. Mill to produce rods, bars, plates, shapes and oil pipe.

$750,000 Jammal Steel Structures, Ltd., plant at Lagos opened officially. Factory produces steel structures such as hangar and warehouse frames, truck bodies, steel storage tanks. It employs 1500 workers.

Construction of $1.7 million sack factory initiated in Jos. Plant, expected to begin operation in 1967, will utilize kenaf and roselle fibers and production will replace some of foreign sacks now used in export of local commodities.

SPAIN—Imports from U.S. in first eight months of year—over $351 million—have about equalled total of Spanish purchases from U.S. in entire 1964. Total imports reached $1.9 billion, up 31%.

SUDAN—$14.4 million loan, to be used for variety of development projects, obtained from Kuwait. It is anticipated that proceeds from loan will be available in November.

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major concern

Secretary Connor last week called the world patent situation a "major concern of American industry" at a three-day conference in conjunction with the Patent System's 175th birthday. And Commissioner Brenner offered a blueprint for a global system: the exchange of search results and the exchange of examination results. A report of what happened at the conference appears on page 5, followed by a story on how the Government is able to help businessmen combat unfair practices by foreign imitators.

International Commerce

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SAYS VICE PRESIDENT

Export program 'lagging'

Humphrey challenges businessmen to figure out how to get export business

By CLARK JONES
Staff Writer

Vice President Hubert H. Humphrey last week told members of a bigger and stronger National Export Expansion Council that any increase in American exports will be up to them.

"If you're going to export, you've got to figure out how to do it," he said, stressing the importance of developing proper sales technique.

Humphrey made these remarks at a plenary meeting of the NEEC Oct. 18 at the Statler-Hilton Hotel in Washington, D.C. Approximately 60 members of the Council were on hand to hear him.

The Vice President, who says he tries to emphasize the balance of payments deficit wherever he goes, told his audience that the country "faces very serious problems" and that "we had a rude awakening when we woke up and discovered the hole in Ft. Knox."

Warns against 'euphoria'

The businessmen listened intently as he hammered away on the payments deficit situation. "I will speak frankly," he said. "This year our export expansion program is lagging."

He called the second quarter "encouraging" but added that "we should not feel 'euphoria' " because the third and fourth quarters may not be as good.

"The President and I are deeply concerned that the $1.5-$2 billion reduction in our trade surplus—which is the prospect for 1965—may be greater than the total deficit we will incur this year in our international accounts," he said. "If we could have maintained the $6.9 billion trade surplus we achieved last year, we could have achieved this year a surplus in our payments accounts for the first time since 1957."

"Our imports continue to rise," he told the businessmen, "as our national prosperity increases—which is natural." But our exports have not risen as they did last year. Humphrey called upon his audience to help "restore the dynamic, upward movement of exports which we experienced in 1963 and 1964."

The Vice President then referred to part of his father's philosophy which had rubbed off on him. "Winning is really what counts," he said. His background as a pharmacist, he added, has proved to him that "When you're in a bind you'd better go to the general clinic and get the whole picture. Preventive medicine is better than curative," he said.

VICE PRESIDENT HUMPHREY, addressing the expanded National Export Expansion Council, tells the group that it's up to them to get the exports.

Humphrey particularly stressed the importance of export financing and credit, telling the Council members that "you are not going to export unless you have the money."

When he was campaigning a year ago, he said, he "discussed the importance of sound, fully competitive export-financing for many of our important industries—especially those in the capital goods field.

"I said then: 'In today's world market place, it is not possible to realize the full export potential of a product—no matter how superior it is—unless suitable and adequate financing can be arranged on terms which are competitive with those offered by other nations.' "

"On June 1," he said, "The Export-Import Bank set aside the limits which represent a higher-than-normal credit risk. Under this new policy, American businessmen can now obtain financing guarantees for exports to such countries provided they themselves assume a higher proportion of the credit risk. Eximbank also increased the proportion of the risk it would cover in normal export transactions."

"Notwithstanding these improvements," Humphrey said, "we welcome any suggestions or recommendations you may have for further improving our export financing programs."

The Vice President closed by saying, "To remain competitive in world markets we can afford nothing less than a working partnership, in full and mutual confidence, between government and business. I think today we enjoy that partnership." He also included labor in the partnership.

Three problem areas to undergo scrutiny by export council

Foy announces decision during organization's Oct. 18 meeting

The National Export Expansion Council plans to study intensively three problem areas where existing government and industry policies may impede the increase in American exports.

This came about as a result of deliberations at the Oct. 18 meeting of the recently expanded Council.

Fred C. Foy, chief executive officer of the Koppers Co. in Pittsburgh and chairman of the Council, described the three areas:

► The availability of competitive financing and export credit for American companies selling abroad.

► Ocean freight rate disparities.

► Tax considerations affecting export policy.

The Council, made up of 67 members, advises Secretary of Commerce John T. Connor on the export expansion program.

Foy said the need for strengthening the competitive position of American industry in foreign markets is illustrated by the fact that the nation's share of world trade has been declining in recent years. It has slipped from 23.8% in 1957 to 19.9% in 1964, and during the first half of this year it was 19%, according to data from

the International Monetary Fund and the Department of Commerce.

Speaking to the Council, Secretary Connor said that in line with President Johnson's call for a redoubling of efforts to expand exports, U.S. firms should step up their trade promotion activities in order to develop broader markets for their goods overseas. He also asked the NEEC members for a frank appraisal of problem areas with recommendations.

The chairmen of the groups selected to report back on the problem areas are: Donald Douglas, Jr., president of Douglas Aircraft, export financing; Robert Dwyer, Pacific Northwest lumber executive and Council vice chairman, ocean freight rate disparities; and Carl Gerstacker, chairman of the Dow Chemical Co., taxes and export policy. The subcommittees hope to submit their reports by the end of November.

Commending the work of the Export Expansion Council, Foy said it "represents a creative partnership between government and business for examining problems which may be preventing many businesses from substantially increasing exports."

The NEEC recommended that the 42 Regional Export Expansion Councils enlist the support of the electric utilities and other private organizations which have a stake in area economic development to bring international trade leads and trade opportunity reports to the attention of local manufacturers.

Foy said the foreign trade promotion program developed by the West Penn Power Co. of Pittsburgh illustrates what can be achieved when a utility's industrial marketing staff supports the export drive. At the luncheon Oct. 18, West Penn Power Co. received the Presidential "E" Award from Secretary Connor for expanding exports through this program.

A panel of Government officials reviewed a number of governmental programs affecting the growth of exports. They included A. B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, East-West trade; Lawrence A. Fox, Director, Bureau of International Commerce, nontariff barriers; Saul Baran, Deputy Director of the Office of International Trade Promotion, international trade promotion; Donald Gilpatric, Director, Overseas Commercial Services, commercial services abroad; Eugene Braderman, Deputy Assistant Secretary of State, State Department services to business, and Roy L. Morgan, Director, Office of Field Services, field office services.

Daniel L. Goldy, the National Export Expansion Coordinator, concluded the meeting by summarizing the issues covered, particularly those problem areas which will be the subject of studies by the three action groups.

FOR THE FIRST TIME, a public utility has won the President's "E" award. S. L. Drumm (left) firm president and Secretary Connor hold the flag.

Power company wins 'E'

Secretary of Commerce John T. Connor Oct. 18 presented the President's "E" award to the West Penn Power Company of Greenburg, Pa., marking the first time a public utility has been given the honor.

Connor made the presentation to S. L. Drumm, president, at the National Export Expansion Council luncheon in Washington, D.C. He called the occasion a "memorable one in many respects.

"West Penn Power Co. has served its customers, as well as the nation, by alerting them to the profit potential of selling their products in foreign markets. The same opportunity for public service is open to every public utility."

The Secretary noted that President Johnson "has called on us all to 'redouble' our export efforts" and said "utility companies can play a vital role in this endeavor. Increased sales abroad mean more jobs at home, as well as a reduction in our serious balance of payments deficit."

Accepting the award, Drumm said the company's export program, combined with other marketing assignments, involved 50 members of the sales staff.

"The same thing applied nationally by utilities would mean a foreign trade sales force in the thousands."

The company's export promotion efforts have generated a chain reaction that is of "indisputable direct economic benefit" to the firm, he said.

West Penn Power Co., an operating unit of Allegheny Power System, serves 18 counties in southwestern and north central Pennsylvania. More than 2,500 manufacturers are located within the company's nearly 9,000 square mile service area.

Portugal approves certain sectors for investments

The Portuguese Government has specified the sectors in which foreign investments will be automatically approved.

The new law also states that anyone who is a national of a country which participates with Portugal in various international organizations (IBRD, IMF, EFTA, and OECD) is entitled to expect automatic approval of their investments in Portugal as long as the investment falls within one of the general areas named in the law.

The Law's areas include various operations concerned with agriculture, cattle-raising, or forestry; the expansion or improvements of the fishing industry; the construction, enlargement or transformation of industrial establishments; the reorganization of industries; the production of electric power; the expansion of transportation or communications networks, and the development of tourist facilities.

An announcement of the earlier decree, which stated that these areas of automatic approval of foreign investments were to be named lated, appeared in INTERNATIONAL COMMERCE, June 21, 1965.

Sec'y Connor asks further cooperation on payments deficit

Progress report to corporations suggests additional measures

Secretary of Commerce John T. Connor has called upon corporations cooperating in the voluntary balance-of-payments program to take additional measures to maximize their contribution to further reduction of the payments deficit.

In a progress report on operation of the voluntary program, Secretary Connor said that "based on the generally satisfactory results to date, I see no need to give consideration to any mandatory controls or any approach other than a voluntary one."

Writing to the cooperating corporations, the Secretary suggested the following "special steps" which they could take to aid the program:

► Review current foreign payments plans to "stretch out or reprogram" expenditures and dollar outflows in the fourth quarter of 1965.

► Reduce further the amount of short-term assets held for parent company account overseas.

► Draw down and return home excess amounts of liquid funds held by foreign affiliates.

"The most important favorable trends already evident in balance-of-payments figures are the reduced direct investment outflows from $1.2 billion in the first quarter of this year to $882 million in the second, both on a seasonally adjusted basis," the Secretary said in his letter.

He noted that "of particular interest to our program is the decrease in direct investment in developed areas; this is especially noticeable in Western Europe, where the decline was from $536 million in the first quarter to $367 million in the second quarter."

"While exports expanded less rapidly during the first half of the year than expected," Secretary Connor said, "we recorded some improvement in the last few months, and we look forward to further gains before the end of the year."

The Secretary told the corporations that "although we have made significant progress to date—and will also make further gains in the remainder of the year, we are still faced with a continuing deficit in our balance of payments."

"Consequently, we are requesting the continued voluntary cooperation of the business community through 1966," he added.

Accompanying the Secretary's letter was a detailed report on the program through the second quarter of 1965, prepared by Dr. Andrew F. Brimmer, Assistant Secretary of Commerce for Economic Affairs.

International organization establishing comprehensive freight-container norms

The international adoption of American standard corner castings for van containers has been virtually assured by Technical Committee 104 of the International Organization for Standardization meeting in The Hague.

The accord completes the process of establishing international standards for containers that now include the basic dimensions, structural strength minima, and hardware. The results will make freight containers freely interchangeable among land and sea carriers on a basis that is generally satisfactory to American exporters and carriers.

The achievement has been compared with the agreement for standard gauge for railroad track, reached several decades ago in this country.

World standardization of van freight containers has even greater potential impact, observers say, since it could tie rail, river, highway and ocean carriers into a single coordinated system with the flexibility to handle 8x8-foot containers ranging in length from 10 to 40 feet.

In trade circles the chief advantages of containerization are considered to be flexibility of movement, speed of handling and elimination of break-bulk operations which consume time and manpower. The ultimate advantage is economic.

The chief disadvantage is that a container system requires a heavy capital investment.

The agreement was reached by a committee of representatives from 15 major industrial countries. All that remains for formalization of the standard is approval by a simple majority of the 55 International Organization for Standardization member countries.

Montana and Washington State firms to market prefab housing in Europe

Lumber from Washington State, sheetrock and real-estate know-how from Montana are being combined to market American factory-built houses in Europe.

Under arrangements of a recent contract the Morse Land Co. International of Absarokee, Mont., Big Sky Supply Co. of Billings, Mont., and West Coast Mills of Chehalis, Wash, will jointly promote and export Pacific Northwest products to Europe.

The idea stems from a 1962 trip around the world taken by William R. Morse, president of Morse Land Co. During the European part of his trip Morse found that American television programs picturing American houses were having a strong influence on viewers who began to desire similar houses.

In 1963 Morse opened offices in Lausanne, Switzerland and Stuttgart, Germany and received invitations for what now amounts to more than 50,000 houses. Then he set about to find suppliers in the States.

The result of his search was the contract signed in September among the three firms. Montana Governor Tim Babcock, present at the contract ceremony said that export of Montana products is becoming an important factor in the State's economic growth. From 1960 to 1963 Montana export activity rose 120%.

William H. Flood, director of the Seattle Field Office of the Department of Commerce, told those present at the ceremony that Montana suppliers who do not want to engage in exporting directly may be able to use the services of Mr. Morse and his associates. "The Commerce Department is urging this kind of arrangement through combination export merchants, established exporters and export distributors on a 'Mother Hen' or 'piggyback' basis," Flood said.

International patent situation examined during 3-day conference

U.S. patent commissioner offers blueprint for world system assembly seeks ways of reducing duplication of effort

"The world patent situation," said Commerce Secretary John Connor, "is a major concern of American industry."

Opening the "Progress of Industry Through Patents" exhibit Oct. 18 in conjunction with the 175th Anniversary of the U.S. Patent System, the Secretary pointed out that about half of the 520,000 applications filed around the world originated in countries other than the U.S. Most of these filings are duplicated in several countries. "If this duplication of effort could be reduced through international cooperation, there would be substantial savings in time, effort and money. Moreover, the resulting facilitation of the spread of technology would act as a spur to world trade."

Problems facing the world's patent systems took up a considerable part of the three-day program.

According to U.S. Patent Commissioner Edward J. Brenner, there is some consensus among those who have studied the international patent system. It is generally agreed that the world will some day have a truly international patent system administered by an international patent organization.

"Secondly, there is no doubt that patent applicants and patent offices of the world today face many serious problems as a result of significant changes which have come about in the international patent picture in recent years.

"Finally, there appears to be an increasing recognition that international cooperation is both desirable and necessary."

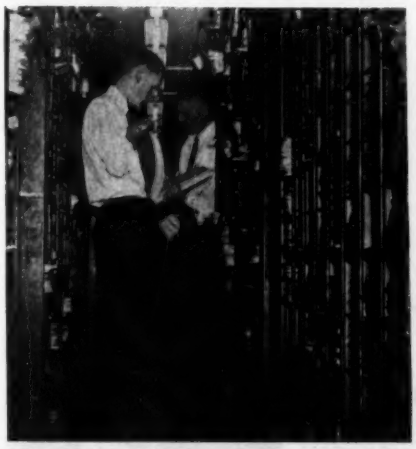
The Commissioner believes that it will be necessary to eliminate the variety of patent laws and procedures established for patent applicants from country to country. Further, "We must harmonize our approaches with respect to documentation and patent laws and procedures."

Blueprint

Brenner offered a blueprint for international cooperation leading to the development of a world patent system. The first step would be the exchange of search results; step two would be the exchange of examination results.

"This might be followed by treaties providing for the mutual recognition of patents granted by other patent offices. Thereafter it might be possible to establish an international organization."

On Wednesday, Oct. 20, the Conference was devoted to an International Assembly on the subject of international patent exchange and economic growth. Representatives of more than 30 countries exchanged views.



YOU HAVEN'T LIVED if you have never become deeply involved in multiple patent record filing.

Dr. C. J. de Haan, president of the Netherlands Patent Office said international patent protection depends mainly on the solving of three kinds of questions: political, legal and technical.

Technical questions, Dr. de Haan says, are the easier to come to an international understanding and collaboration on. "In this area, world-wide collaboration is possible and would lead to a great economy of time and manpower."

Collaboration which results not only in granting patents on common conditions and procedures, but also has the same legal consequence, suggests only restricted unification, says the Dutchman. But, such has been drafted within the European Common Market and should continue as far as common understanding and economy allow. Less far-reaching collaboration is provided for in the newly drafted uniform Scandinavian Law.

Ake V. Zwigbergh, president of the Swedish Patent Office, described the collaboration by five Nordic Countries. Applicants in the Nordic countries will in the future, have the choice between ordinary national applications and Nordic applications. If a Nordic application results in a patent, this patent will be valid in all four countries just as if four national patents had been given. All patent applications will be available to the public within 18 months from the application or priority date.

K. E. Lachmann presented the views of the United Nations on international patent cooperation.

"Current U.N. concern with the system springs from the pressing need of developing countries for foreign technology," Lachmann said.

Shares responsibility

John R. Shipman, Director of International Patent Operations at IBM gave the gathering this vivid account of the international problem inventors face.

"Those who may have been unfortunate enough not to have become deeply involved in multiple filing, haven't really lived yet.

"It is an exciting adventure that starts out gaily like an automobile trip with simple directions, lots of time and a full set of easy-to-read road maps. At first all seems well. The words of the directions, the laws and rules seem so clear so familiar, so straightforward so similar to what you are used to at home. Then you find the words don't mean what you think. They are interpreted differently in different places. You have difficulty finding out exactly what they do mean. One day you discover one of your foreign patents contains some very peculiar statements and doesn't have the scope and strength you thought. About this time you may even decide to get out of the automobile!"

Shipman claims preparing a single application which meets the criteria for quality work in several different countries is nearly impossible. To rewrite the application for each country is obviously very wasteful and expensive and involves the risks of insertion of new material and incorrect statements.

"Recognizing the urgent need for improvement and particularly for international cooperation in seeking improvements, Shipman declared, "the responsibility for such improvement does not rest solely with the patent offices or the governments, but must be shared by inventors, attorneys, industry and all who use or profit from the system. Let us assume our clear responsibility and move ahead."

International trademark

Commerce Department offers substantial help in combatting unfair practices by foreign

By VINCENT D. TRAVAGLINI and JOSEPH M. LIGHTMAN
Bureau of International Commerce

The Commerce Department can show businessmen how, but the ultimate responsibility for protecting a U.S. company's trademarks and other intangible assets rests squarely on the firm itself.

The Department of Commerce offers significant aids in the pursuit of relief from unfair trade practices by foreign firms, but it is up to business to take those steps required under host nations' laws and regulations to effect proper protection. Official help can supplement but not replace such action.

The acquisition of industrial property protection abroad and the policing of foreign rights are, in the final analysis, matters for private legal counsel.

One of the most important services offered by the Commerce Department is the program for combatting attempts by foreign firms to register as trademarks abroad words considered generic in the U.S.

Business enterprises abroad that may be able to obtain exclusive trademark rights to such words or translations thereof in their countries are in a position to exclude from their shores U.S. products bearing these words. An American exporter of such goods not only risks being sued for trademark infringement, but may find it impossible to use common product names in his foreign advertising.

Examples of such attempted registrations occur in a variety of industries. The food industry is replete with attempts to register such words as **chocolate, snack, crisp** and **corn flakes.** In textiles, virtually every trademark office in the world has been asked to register **wash and wear,** or one of its foreign variants such as **lava y listo** in Spanish-speaking countries.

The terms **T-shirt, elastic, dungarees, cotton** and **silk** have also been subject to foreign trademark applications. In the paint industry there have been recurring attempts to register such terms as **auto paint, primer paint, auto enamel, lacquer,** and **satin.**

While many such applications may be routinely denied by local authorities, experience has shown that some will be accepted unless there is active intervention to prevent registration.

The "generic word" program's importance as a factor in marketing goods abroad is borne out by the trade activity of the affected industries. Each year the Bureau of International Commerce processes well over 100 requests for assistance in combatting generic word applications from the U.S. Trademark Association and other trade groups. The Bureau's efforts have resulted in the denial of hundreds of applications which would have barred American exports of the goods concerned.

U.S. foreign trade figures for 1963 illustrate the problem's significance. In 1963, the U.S. exported about $63 million worth of "no-iron" clothing capable of being classified as "Wash-and-Wear." These exports included T-shirts, dungarees, and other items subject to generic term applications. Had the U.S. failed to contest these and other generic term applications in the textile industry, and permitted them to be registered as exclusive trademarks, a substantial volume of our export trade in textiles could have been seriously affected.

The paint industry also offers an example of the role of the generic names program in an industry's trade activities. Over $46 million worth of paint products including auto paint, primer paint, auto enamel, lacquer and satin were exported in 1963. Once again, the prevention of foreign attempts to register these and other generic terms was an important factor in preserving U.S. export markets for these products.

The machinery industry also provides an insight into the effect of the program on exports of particular products to specific countries. The words **tractor, diesel, auto parts** and **overdrive** have been the subject of several trademark applications in South America.

In Brazil alone, where **tractor** and **tractor parts** applications are pending, protests have been lodged by the U.S. Embassy in Rio de Janeiro. If these applications are allowed, U.S. exports of over $11 million worth of this equipment will be seriously affected.

The increased attempts to register

protection for U.S. goods

imitators, but ultimate responsibility still rests with firm itself

terms for newly developed products of growing importance in selected industries are significant, as for example, recent applications to register **charcoal** for cigarettes.

Charcoal filters have had a remarkable influence on the U.S. cigarette industry in recent years. As this segment of the industry expands, the role of charcoal filtered cigarettes will become even more important in the total export picture. The U.S. exported over $106 million worth of cigarettes in 1963.

Other examples include attempts to secure trademarks for terminology in newly expanding electronics and communications industries. Terms such as **intercom, radar, sonar, stereotone,** and **video** have been the subject of foreign applications which have been contested and denied. The U.S. exported over $470 million worth of telecommunications equipment in 1963, which could have been seriously affected by the appropriation of such terms as exclusive trademarks.

Upon receipt of pertinent information from U.S. associations and firms, the Bureau of International Commerce will initiate action to protest generic word applications through diplomatic channels.

Generally speaking, protests are lodged against words regarded as generic by the U.S. industry for the particular types of products on which they are used.

Terms such as **super, transistorized, flexible** and **stretch,** which are descriptive adjectives rather than nouns, will also be protested if attempts are made to appropriate them as trademarks. If there is any doubt about whether a term is generic within an industry, the Bureau of International Commerce will refer it back to the organization requesting the protest, for further evidence to substantiate its generic nature in the U.S.

Won't protect everything

Any term which is subject to a foreign application, and on which a U.S. trademark registration exists for the same class of goods, will not be protested by the Bureau under the generic names program.

Another reservation depends on the foreign trademark applicant's affiliation with American interests. In situations where the applicant is a subsidiary of a U.S. firm or is known to be associated with it through a license, distributorship or joint venture agreement, the Bureau of International Commerce will not protest to the foreign government. In such instances, the proper course of action is for the American-domiciled parent or affiliated firm to take the necessary steps either to withdraw the application or to see that exclusive rights in the generic term are disclaimed.

Foreign infringement

Another important activity carried on by the Bureau of International Commerce relates to protection against foreign infringement activities.

As previously noted, the protection of industrial property rights abroad, including prosecution of infringement actions, is basically the responsibility of each company.

However, Commerce, in cooperation with our commercial officers abroad, does investigate and report on unauthorized use of U.S. trademarks and copying of designs and markings.

The typical situation is one where an American manufacturer finds that a foreign product which imitates his own has appeared in the United States or some third country and is being marketed in competition with him. The complainant usually believes that the foreign product, mark, label, packaging or advertising is imitating his own and is a deliberate attempt to "pass off" and mislead the public on the origin of the goods, and therefore infringe on his industrial property rights.

To assist in these cases, it is necessary that the Bureau of International Commerce be furnished with complete information about the circumstances. If available, a sample of the foreign item and of the American product should be supplied, both in their original packages. Photographs may be suitable.

A copy of the American firm's U.S. patent or trademark and foreign registration, if any, should also be furnished. If the U.S. patent or trademark has been litigated and upheld, a copy of the sustaining judgment offers valuable support. The name and address of the foreign producer is helpful.

Complaints registered by American firms over the past few years have involved many types of products originating in many different countries.

Understandably, the articles involved are likely to be of a nature which lend themselves to quick, easy and inexpensive copying.

Consumer goods are most susceptible to unauthorized copying, with less serious problems concerning items which are technically more complex, although cases have been reported in the latter category too.

Trademark problems are usually traceable to failure to make timely application to register, and to loss of rights resulting from unfair practices. Most countries do not have the prior use requirement and it is sufficient only to register a mark in order to establish a proprietary right.

In such countries, registration and not prior use is generally the only basis upon which an infringement suit can be maintained, and the general rule is that an unregistered trademark has no legal status.

Foreign governments also will often insist on private legal proceedings as the only avenue of relief under their laws, even though the evidence of flagrant and outright piracy or "passing off" is clear insofar as the complaining American firm is concerned.

From time to time complaints are received that merchandise and packaging of foreign origin which bear a U.S. trademark, or imitate American products or packages, are being shipped to third countries, and thus competing unfairly with American exports.

It all depends

Whether any substantial help can be provided in these circumstances depends on the legal situation in the countries concerned and on the degree of cooperation provided by the local manufacturer, exporter or importer, and governmental authorities.

If this practice takes place in markets where the U.S. trademark owner does not operate, the misuse may continue for quite a while before he discovers it. When the facts come to the Commerce Department's attention, it immediately informs the American firm whose property rights appear to be violated. Further investigation is usually deferred until the U.S. firm requests it.

Neither the Department of Commerce nor the U.S. Foreign Service can become involved in conflicts between two American firms. Therefore, requests for assist-

ance cannot be honored if they involve steps against the interests of a competing American firm.

U.S. law provides several safeguards against foreign misuse of trademarks. They are effective, however, only against goods imported into the U.S.

Section 42 of the Trademark Act of 1946 prohibits the importation of articles bearing marks which are confusingly similar to, or counterfeit of, trademarks registered in the Patent Office.

Section 526 of the Tariff Act of 1930 requires the Customs Bureau to prohibit the importation of foreign-made goods bearing marks which have been registered in the Patent Office by an American citizen or corporation, if a copy of the registration certificate has been filed with the Treasury Department.

Procedure questioned

Whereas section 42 prohibits importation of infringing trademarked goods, section 526 provides the U.S. trademark owner with affirmative protection against unfair competition. Whether the section 526 procedure is entirely in the public interest has been disputed by some who question its use for market-sharing purposes.

There is an abundance of legal and economic literature on the problem, a recent and valuable addition being Michel Waelbroeck's "Trademark Problems in the European Common Market," which appeared in the May 1964 issue of The Trademark Reporter. Mr. Waelbroeck advocates granting complete territorial protection to exclusive importers when they are financially independent from the foreign manufacturer, but not when the trademark registrant is financially tied to the supplier and forms part of a single enterprise with him.

The procedure for recording trademarks with the Treasury is set forth in sections 11.14 through 11.17 of the Customs Regulations, which provide that a trademark owner may record his mark by application, which may be in the form of a letter, to the Commissioner of Customs in Washington.

A fee of $75 for each mark must accompany the application, together with a certified certificate of registration from the Patent Office and 700 soft copies.

Goods bearing a mark which is a clear infringement of a recorded mark will be denied entry unless the importer secures the written consent of the trademark owner or removes the offending mark. If the mark on the imported product does not present a clear cut case of infringement Customs will detain the merchandise and defer decision until both importer and trademark owner have been heard.

Government publications to aid U.S. businessmen

Want to go into business by getting a franchise? Interested in selling your firm's products in foreign markets? Need help in improving your management methods?

Sources of information on these and more than 100 other subjects of interest to small business are listed in a new publication issued by the Small Business Administration. *A Survey of Federal Government Publications of Interest to Small Business* is a guide to Government advice and information on topics ranging from cost control to sources of financing, from developing new products to complying with tax laws.

Many of the publications summarized in the 118-page booklet explain the help available from Federal agencies. Others discuss, in nontechnical language, the laws the agencies enforce. Still others offer specialized information pertinent to particular industries and trades. Most of the publications are free; others are sold at nominal prices.

A Survey of Federal Government Publications of Interest to Small Business costs 45 cents and is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Customs decisions in such cases can be appealed to the U.S. District Courts.

Section 106 of Title 17, United States Code, prohibits the import of articles bearing a false notice of copyright when there is no copyright thereon in the United States, or of any pirated copies of any work copyrighted in the United States. Such articles imported in the mails are returned to the sender as nondeliverable (Sec. 118(b), Customs Regulations).

A procedure for obtaining Customs protection against the importation of piratical copies is prescribed in the Customs regulations, Section 11.19.

Since the Supreme Court's 1954 decision in *Mazer* v. *Stein*, adding the protection of the copyright laws to a wide variety of goods, section 106 has seemed to offer owners of copyrightable merchandise another line of defense against importation of piratical copies.

Patent protection is not coextensive with the protection afforded trademark and copyright owners. There is no law which automatically excludes articles from import because they infringe patents, although a bill (H.R. 6234) was introduced in the last session of Congress which would extend Section 526 protection to design patents.

Section 337 of the Tariff Act of 1930 authorizes the United States Tariff Commission to investigate alleged unfair methods of competition and unfair acts in the importation or sale of imported articles in the United States. When such methods or acts destroy or substantially injure an efficient and economically operated domestic industry, or prevent the establishment of an industry, or restrain or monopolize trade and commerce in the United States, the articles involved may upon recommendation of the Commission and order of the President be excluded from entry into the United States.

Complaints requesting investigation of alleged violation of Section 337 are filed with the Tariff Commission. Part 203 of the Commission's Rules of Practice and Procedure (19 CFR 203) relates to investigations under Section 337.

Although there is no procedure for recording patents, the Bureau of Customs will carry out on request a Patent Infringement Survey to assist the patent owner in taking appropriate action.

These surveys are designed to provide patent owners with the names and addresses of importers bringing in articles that appear to infringe registered patents.

Such information will be furnished for a period of 2, 4 or 6 months for a fee of $1000, $1500, or $2000, respectively. The only data furnished are the names and addresses of the importers. The survey will not disclose quantities, price or any other information which normally might fall within the realm of trade secrets.

Application for such a survey may be made by letter addressed to the Commissioner of Customs. The procedure is set forth in the Federal Register in Part 12, Section 12.39a of the Customs Regulations.

International treaties

U.S. citizens can expect to receive national treatment in about 90 countries having treaty commitments with the U.S. regarding the protection of trademarks and other industrial property rights.

If a U.S. firm seeking to acquire, maintain or otherwise protect its trademark or patent rights in any of these countries is not being afforded national treatment, the Bureau of International Commerce should be informed. The matter will be taken up through diplomatic channels to see that the foreign government discon-

tinues any violation of its treaty commitments with the U.S. affecting our businessmen's patent and trademark rights.

The basic intergovernmental agreement in this field is the International Convention for the Protection of Industrial Property (Paris Union), to which the U.S. and 70 other countries adhere. It insures nationals of member countries equality of treatment (national treatment) in other countries of the Union, and gives persons applying to register trademarks a priority period of six months in all other member countries.

A recent change in Article 6 of the Convention provides in effect that a person is entitled to register his trademark in a country if he complies with the conditions obtaining in that country, and specifically provides that an application for registration of a trademark in one country cannot be refused or cancelled on the ground that there is no registration in the owner's country of origin. Registrations obtained are to be independent of registrations which may have been obtained in other countries of the Union.

The Convention has also been revised to provide more clearly for the protection of service marks, as distinguished from those used to identify goods.

There are four Inter-American Conventions on industrial property rights currently in force, to which the United States and 14 Latin American countries are parties. Three are on trademarks and one is on patents, and they all embody the national treatment principle.

Treaty protection

Provisions relating to trademarks and other industrial property rights have been included in some of the bilateral commercial treaties the U.S. has concluded with more than 20 countries since 1945. These treaties customarily include a "national treatment" provision on patent and trademark matters. They also contain other useful guarantees against unreasonable or discriminatory treatment in business establishment and trade matters generally.

There are a number of treaties in the trademark field to which the U.S. is not party but which might provide protection to American firms under certain circumstances. The Bureau of International Commerce will be glad to provide general information on these treaties, which are noted below.

Unlike the present situation in the patent field, it is possible to centralize trademark protection in an "international registration" obtainable under a treaty known as the "Madrid Arrangement." About 21 countries now belong, although the U.S. is not included.

Under this arrangement, the trademark owner must register his mark in the member country where he is domiciled. The International Bureau in Geneva, issues a so-called international registration on the basis of this registration. This is then deposited by the Bureau with the trademark office in each member country, which examines the local deposit in accordance with its own laws.

Must be bona fide

A U.S. trademark owner can take advantage of this if he has a bona fide industrial or commercial establishment in a member country. Therefore, a branch of an American company established in a member country is usually sufficient, and a registration in that country in the name of the American company specifying that it has a branch there will serve as the basis for international registration. Of course, an American-owned subsidiary domiciled in a Madrid Arrangement country may also seek International Registration.

The basic advantage of international registration is that it saves money. The single fee for an international registration is 150 Swiss francs—about $35—considerably less than the total fees due for separate registrations in each country.

The period of protection for an internationally registered trademark is the same for all contracting countries—20 years, renewable for further periods of 20 years each; but the protection resulting from international registration cannot be claimed for a trademark which no longer enjoys protection in its country of origin.

U.S. companies may also have a search made at the International Bureau to see if their particular marks have been the subject of international registration. The Bureau maintains excellent search facilities with the most painstaking services for identifying marks by all the conventional means, including color, sound, and arrangement of consonants and vowels.

No substitute

On the other hand, a search by the Bureau is no substitute for individual country searches, since all trademarks do not automatically receive international registration.

Other regional arrangements for the registration of patents and trademarks are also coming into existence gradually. Of primary interest are developments in the Common Market which will lead eventually to European patent and trademark conventions.

Experts of the Member States have drafted an EEC Trademark Convention, although it has not yet been published. The draft is understood to follow the general lines of the draft European Patent Convention wherever applicable. This means that certain questions of principle may not have been decided, including whether the EEC Trademark will be available to U.S. firms.

The Benelux countries have already signed a Trademark Convention which will result in a unified trademark law for Belgium, the Netherlands, and Luxembourg when ratified. It will supplant national trademark laws and create one law for all three countries, under which a Benelux trademark would be issued.

Elsewhere in Europe a uniform patent procedure for the Scandinavian countries has been approved by the Nordic Council. Norway, Sweden, Denmark and Finland have agreed to establish substantially identical laws providing that a patent issued in any of the countries is valid in the others.

The "Nordic Patent" will be issued by the national patent offices and will be available to nationals of the four countries and to foreigners. The draft treaty to establish the system provides for an initial examination followed by a definitive examination.

African agreement

An accord for the creation of an African and Malagasy Industrial Property Office was signed in September 1962 by 12 Member States of the African and Malagasy Union. It establishes a common system for obtaining and maintenance of patent and trademark rights, with a single deposit and centralized administration.

Applicants domiciled outside Member States make their deposits directly with the Industrial Property Office at Yaounde (Cameroon Republic). This deposit has the effect of a national deposit in each Member State. Operations of the Office officially started on January 1, 1964.

Central American nations have drafted a Common Market Trademark Convention to establish a system of uniform trademark protection in the area.

The Foreign Business Practices Division has the basic responsibility in the Department of Commerce for carrying out the above-mentioned programs and other activities intended to help firms protect themselves against foreign copying and other unfair trade practices. The Division can also provide information on patent and trademark laws of most foreign countries.

Again, it should be emphasized, however, that effective protection and surveillance of industrial property rights is basically the responsibility of the firm and its legal staff. While the Commerce Department can provide help, it cannot provide a substitute for this responsibility.

Bureau of International Commerce

World

Imports of the 50 world markets shown below totaled $126 billion in 1964, or 91% of all foreign

Value in millions of dollars

Published

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
United Kingdom	15,438	1,793	11.6	Aug.	10,644	1,222	11.5	+ 1	+ 8	3,196	2,792
Germany, Fed. Rep.	14,709	2,016	13.7	July	9,952	1,292	13.0	+20	+14	7,857	7,452
France	10,073	1,137	11.3	July	6,015	642	10.7	+ 3	+ [1]	5,284	6,153
Japan	7,938	2,336	29.4	July	4,811	1,385	28.8	+ 5	− 3	1,937	2,025
Canada	7,558	5,214	69.0	July	4,848	3,454	71.2	+11	+15	2,568	2,815
Italy	7,231	980	13.5	June	3,552	493	13.9	−15	−17	2,977	3,952
Netherlands	7,054	775	11.0	June	3,557	338	9.5	+16	+10	2,009	2,339
Belgium-Luxembourg	5,901	523	8.9	June	3,062	251	8.2	+ 6	+ 1	1,950	2,264
Sweden	3,849	385	10.0	June	2,162	212	9.8	+13	+ 8	813	1,041
Switzerland	3,610	315	8.7	July	2,140	183	8.5	+ 4	− 2	2,955	3,010
Australia	3,312	806	24.3	June	1,853	426	23.0	+22	+27	2,013	1,685
India	2,715	1,029	37.9	May	1,046	297	28.4	+19	+35	585	519
Denmark	2,605	227	8.7	July	1,652	125	7.6	+16	+18	515	510
South Africa	2,350	447	19.0	....	....	....	....	+27	+42	741	499
Spain	2,259	352	15.6	Aug.	1,925	351	18.2	+27	+39	1,269	1,455
Norway	1,982	148	7.5	July	1,256	87	7.0	+14	+ 9	368	422
Austria	1,863	96	5.2	June	980	45	4.6	+12	− 1	1,221	1,284
Finland	1,505	92	6.1	July	960	62	6.5	+17	+14	326	300
Hong Kong	1,496	172	11.5	July	905	103	11.4	+ 8	+ 2	[2]	[2]
Mexico	1,493	1,023	68.5	June	741	501	67.5	+12	+13	506	[3]518
Malaysia[4]	1,397	86	6.2	June	758	44	5.8	− 4	− 5	918	[3]878
Yugoslavia	1,321	173	13.1	June	621	111	17.9	+ 8	+62	65	65
Venezuela	1,280	680	53.1	....	....	....	....	+32	+30	776	822
Brazil	1,263	436	34.5	May	420	112	26.7	−18	− 7	241	520
Argentina	1,077	255	23.7	June	583	133	22.7	+22	+20	244	117
Pakistan	997	415	41.6	July	677	235	34.8	+23	+ 6	293	223
Ireland	974	74	7.6	May	453	38	8.4	+12	+27	431	400
New Zealand	961	99	10.3	June	481	57	11.9	+ 4	+26	247	212

market report

country imports; U.S.-supplied imports amounted to $25 billion or 92% of all imports from U.S.*

quarterly

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
U.A.R. (Egypt)	953	284	29.8	....	....	....	....	+ 4	+13	245	[3]197
Greece	885	101	11.4	June	543	61	11.2	+21	+13	294	264
Philippines	868	347	40.0	June	411	147	35.8	+ 4	− ([1])	92	141
Israel	826	203	24.6	May	345	86	24.8	+ 7	− 2	576	636
Portugal	776	81	10.4	June	408	27	6.6	+23	+ 7	864	933
Nigeria	711	81	11.4	Feb.	133	10	7.6	+19	+55	225	206
Iran	673	116	17.2	June	452	81	17.9	+41	+47	230	301
Thailand	663	108	16.4	June	339	55	16.4	+ 4	− 2	618	616
Chile	609	222	36.5	June	248	90	36.4	− 8	−13	97	120
Colombia	586	284	48.4	Mar.	110	48	43.4	− ([1])	−11	122	84
Peru	580	236	40.7	May	266	103	38.9	+10	+13	170	207
Turkey	538	156	29.0	July	332	102	30.7	−17	−23	133	146
Taiwan	428	139	32.5	June	258	85	33.0	+30	+21	322	319
Trinidad and Tobago	423	60	14.1	May	204	38	18.6	+14	+50	([2])	([2])
Korea, Rep.	404	202	48.9	June	192	86	44.9	−18	−23	134	118
Viet-Nam, Rep.	298	126	42.4	Jan.	22	9	40.8	− 5	+ 2	168	126
Libya	292	68	23.2	Mar.	61	7	11.6	+12	+22	184	271
Jamaica	282	87	30.9	May	118	35	29.3	+13	+ 8	104	103
Guatemala	202	90	44.5	Mar.	49	20	39.8	+20	+ 6	78	69
El Salvador	191	66	34.8	....	....	....	....	+26	+29	66	68
Costa Rica	139	64	46.3	....	....	....	....	+12	+ 8	25	16
Honduras	102	50	48.9	Mar.	25	11	44.4	[6]+ 7	[6]+ 9	25	31

Note: The data include all countries for which current statistics are available, which imported from the United States merchandise valued at $50 million or more in 1964. To present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.

[2] Not available.

[3] End of May.

[4] Malaya and Singapore only.

[5] End of March.

[6] Change in Jan.-Dec. 1964.

* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

World market report

Imports from U.S. increase in more than two-thirds of major trading countries

A report on the value of total imports into each of 50 major free-world markets and the U.S. share of those markets—through the latest months for which statistics are available—is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the July 26 issue.*

A tabulation on countries which imported from the United States merchandise valued at $50 million or more in 1964 is given on pages 10 and 11. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.

Imports from the United States increased in value during the last 12 months, compared with the preceding 12 months, in more than two-thirds of the 45 major trading countries for which 1965 data are presented in the accompanying table.

The United States increased its share of imports in nearly half of these 45 markets. Five of our ten principal customers—Canada, the United Kingdom, Mexico, India, and Australia—imported a greater share from the United States.

At the end of June, most of the developed countries had larger gold and foreign exchange holdings than at the same date a year earlier. The majority of developing nations, however, reported lower reserves.

Imports from all sources into most of the leading free-world countries in the latest 12 months for which statistics are available continued to rise over the comparable preceding period, but the rate of gain has slackened. Among the developed countries importing substantially more in the last year were Germany, Australia, and the Netherlands.

The import increases into Germany and the Netherlands can be attributed to strong domestic demand, rising prices, and high levels of investment. In Australia, the advance in import totals was marked by heavy purchases of capital goods for the country's program of industrialization and economic development.

Most of the developing countries showed a rise in 1965 imports. In a few instances, gains were quite significant. The upswing in Iran's economic activity and continued inflationary pressures caused a sharp expansion of imports into that country. The increase in imports into Pakistan resulted from growth both in industry and agriculture plus the continuing effect of the liberalization of import regulations in June 1964. Importation of greater quantities of iron and steel, transport equipment and industrial raw materials, as well as heavy PL-480 food shipments from the United States, played an important part in the overall rise in that country's purchases.

Taiwan's 30% gain in total imports was similarly the result of Government action to lower import restrictions, and the need for greater amounts of raw materials and capital goods to satisfy the demands of higher industrialization. In Argentina, replenishment of inventories by industries recovering from a recent recession was largely responsible for the increase.

Some important trading countries reported sizable declines in their 12-month import totals. In Italy, the only developed country with a decrease in total imports, the Government's policy of credit restrictions and the continued low level of capital investment acted to reduce purchases from abroad.

Of the developing nations showing a decrease in their imports, Brazil's 18% decline reflected the Government's continuing policy of credit restrictions to fight inflation in order to stabilize the economy. In addition, Chile, Turkey, and the Republic of Korea reported decreases in 1965 purchases.

Purchases from U.S. higher

Of the 10 principal markets which in 1964 accounted for 70% of U.S. exports, purchases from the United States in 8 of these markets for the latest 12 months were larger than the preceding 12-month totals by percentages ranging from 8% in the United Kingdom to 35% in India.

On the other hand, for this same period the U.S. share of imports in the 10 markets fell in most cases. In the United Kingdom, heavy purchases of capital goods for plant modernization is considered mainly responsible for the improvement in the U.S. share. Canadian imports from the United States moved up by 15%, largely as a result of heavier purchases of machinery and transport equipment to satisfy the demands of Canada's rapidly growing economy.

Both U.S. deliveries to Japan and our share of that market declined, reflecting a decrease in U.S. sales of crude materials, chemicals, and lubricants. This in turn is a consequence of a general slowdown in Japanese production.

Expanded buying of tractors, farm machinery, and road and construction equipment tended to push up Australian imports from the United States, as well as our share of that market. The improvement in the U.S. share of India's imports was attributed to larger shipments of machinery and transport equipment, and food grains under PL-480.

Common Market imports up

With the exception of Italy, all of the countries of the European Economic Community reported gains in their imports from the World. For each, these gains were larger than increases in imports from the United States. Italian imports from the United States fell by 17%, compared with a 15% decline in purchases from the world. German purchases from the United States rose by 14%. However, total German imports from the world advanced by 20% with the result that the U.S. share of the German market actually declined.

The United States made important share gains in several smaller markets. Spain's burgeoning industrialization and its mechanization of agriculture have favored increased purchases from the United States. The U.S. share of Danish imports was on the rise because of increased demand for oil seeds, feedstuffs for animals, and machinery and transport equipment. PL-480 shipments accounted in great part for the fact that Yugoslavia had the highest percentage increase in imports from the United States of all the countries included in the tabulation.

In Nigeria, imports from the United States rose much more rapidly than total imports. This stemmed from greatly augmented purchases of iron and steel products and machinery for use in oil field development.

The value of imports from the United States fell sharply in a number of developing countries. Among these were Korea, Chile, and Colombia. In Korea, where total imports were notably lower,

increasing domestic production of such products as cement and fertilizer and lower PL-480 shipments contributed to a greater drop in imports from the U.S.

Reserves higher for some

Prominent among the developed nations which reported higher reserves at the end of June 1965 compared with the same time in 1964 were the EEC countries, with the exception of the Federal Republic of Germany. Italy, with reserves up 33%, not only had the largest percentage gain but also the greatest value increase—around $1 billion. Buoyant exports and expanded receipts from tourism and other services helped account for the Italian reserve expansion. The French increase, almost as great in value, was attributable partly to a larger net inflow of foreign capital and partly to exports rising faster than imports.

Elsewhere in Western Europe, Sweden's heavy 28% increase was accounted for by capital inflows. The rise in the holdings of Spain was the result of a swelling tourist trade, greater emigrant remittances, and expanding foreign capital investment.

U.K. reserves were down about $400 million, although that nation has drawn heavily from the International Monetary Fund (IMF) this year. The United Kingdom, however, continued to maintain holdings well above the low registered at the end of the fourth quarter of 1964.

Drought conditions, which affected earnings from agricultural exports, and greater imports of goods needed for expanding industrialization, adversely affected the reserves of both South Africa and Australia.

In the developing countries of Africa and Asia, the oil producers, Libya and Iran, registered marked gains in reserves. Holdings of Pakistan and India were down moderately. Pakistan's loss resulted from liberalization of import restrictions. India's decreased holdings were attributable to a slower rise in earnings of hard currencies and increased imports for defense and economic development.

Most of the Latin American republics had higher reserves at the end of the second quarter of 1965 than at the end of the comparable period of 1964. Brazil's great gain (more than double) and Argentina's sharp loss (52%) were accounted for by the same factors which caused similar changes in these countries' reserves between the end of the first quarters of 1964 and 1965: Brazil's gains resulted from IMF borrowings and U.S. AID assistance; Argentina's losses, from continued payments on its large external debt.

Plywood Association mission sees good long-term prospects for U.S. products in Europe

Development of market will take from 5 to 10 years, they report, but conditions are favorable for broader use

Europe must be one of the key areas for development of the use of plywood if the industry is to participate in world markets, says a trade mission just back from Germany, Denmark and the Netherlands.

Development of the market will take from five to ten years, but the potential is good. The economy is growing, labor is scarce, wages are rising, and there is much construction—conditions favorable for increased use of the product, the American Plywood Association mission reports.

The first plywood industry mission to go to Europe, the group spent Sept. 13-22 there assessing long-range prospects and discussing with agents and importers common problems of selling and distributing U.S.-made plywood.

In Copenhagen, Hamburg, and Amsterdam they visited importer warehouses and construction sites to see the U.S. product and competitive materials in stocks and in use. They had roundtable meetings with agents and importers handling plywood. With individual agents, they discussed American softwood plywood.

For architects, contractors and distributors the mission held seminars promoting the properties of—and new applications for—U.S. plywood. Movies, slides, models and demonstrations were used. At Hamburg, the seminar was conducted in German.

Broad potential

The mission's consensus is that concrete form B-B and high density plywoods, plywoods for interior and exterior use, for underlayment, subflooring and sheathing all offer potential for U.S. manufacturers. Metric sizes, although desirable, are not considered essential for use in Europe. Prices must be competitive. Most distributors favor a package smaller than the standard 30-inch bundle.

U.S. plywood faces strong competition from Canadian, Finnish, Swedish, and Danish, and from hardboards produced in Europe. To increase markets, U.S. suppliers must concentrate on education in correct and efficient usage and on bringing about changes in restrictive building codes. They must distribute more literature in the language of the country in which their products are being promoted. They must continue cooperative concrete form tests.

Recognizing that expansion of the market benefits producers in both the United States and Canada, the mission also recommends development of means of cooperation with Canadian exporters and their association.

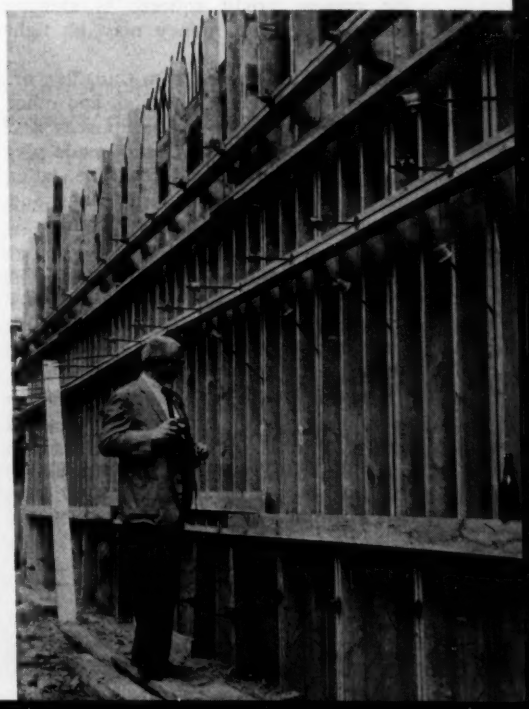
Excerpts from the mission report follow, for each of the countries visited.

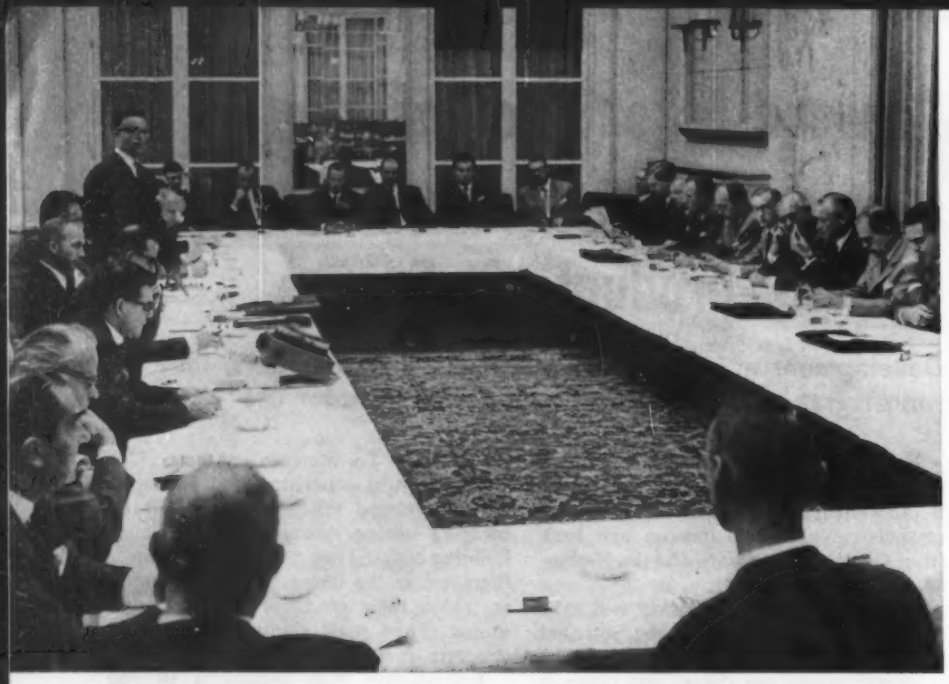
DENMARK

Denmark is considered a relatively small market among European countries, but the Danes are favorably inclined toward use of wood and plywood. Douglas fir (Oregon pine) as a species has long been accepted.

In 1964, 1,050 cubic meters (cbm.)

PLYWOOD USED for concrete forms in Amsterdam.





ARCHITECTS, CONTRACTORS attend mission seminar in Hamburg to learn about various uses of plywood.

(1,190,000 sq. ft., ⅜in. basis) of softwood plywood were sold in Denmark; in 1965, 2,150,000 sq. ft. are expected to be sold despite the tight money situation created by the government in June 1965. In the same 12-month period, 680,000 sq. ft. of Canadian softwood plywood are expected to be exported to Denmark.

Opportunities pinpointed

U.S. plywoods with the most potential in this market appear to be B-B concrete form, high density overlay, and specialty plywoods for interior paneling and siding.

The long-range forecast for construction in Denmark is good as is the outlook for softwood plywood items; however, the present credit squeeze is slowing construction, and money may be tight through 1966.

Competition comes from Canadian fir, Finnish and Swedish plywood, and other panel products such as hardboards and chipboards, as well as Danish-made plywoods and panel products. The latter are all made from imported logs and veneers as Denmark has no commercial timber.

There was considerable interest in the specialty products displayed, and in high density plywood for concrete forming. Some interest was shown in frame construction, but fire resistance is of concern in Denmark and throughout Europe.

Field trip observations

A multi-story concrete building under construction was visited by the trade mission. Forming was with a Danish plywood produced from an almost clear African wood in the mahogany family. The plywood was about ½ inch thick, heavily framed, and ganged into large sections about 10 x 20 feet. The panels had a plastic-like finish and reputedly are capable of 20 reuses or more. This plywood had deflected excessively before framing spacing was reduced to about 8 inches, causing a wavy concrete surface.

Some 10 U.S. plywood panels were in use, reportedly under test. Although of half-inch thickness, no effort was made to calculate and use the maximum allowable framing spacing.

One of the rare single-family housing developments in Denmark (and Europe) was visited. The buildings were rather boxy in appearance, primarily of concrete but with lumber-framed, plywood sheathed roof construction. The plywood, about a half-inch thick, was reported to be beech, produced in Denmark.

Like 4-inch bundles

The mission also saw the new warehouse of a large Danish importer and manufacturer of panel products. The warehouse, of good wood construction with glulam arches and American Douglas fir sheathing over rafters spaced 24 inches on centers, housed plywoods from all over the world, including the United States, and the firm's own plywood and chipboards. The mission was extremely interested in the packaging methods in evidence, and the importer's preference for small 4-inch bundles for all plywoods.

GERMANY

Present plywood consumption per capita in Germany is only about one-sixth that of the United States. U.S. plywood faces strong competition from Canadian plywood, imports from Finland and Sweden, and some local production. The United States sold some 1,355,000 sq. ft. in 1964, mostly specialties and concrete form panels. In the same period, Canadian sales are estimated at 5,650,000 sq. ft. of sheathing for car export packaging; 2,260,000 sq. ft. of sheathing for domestic packaging; and 3,390,000 sq. ft. of sanded and concrete form plywoods.

The market will grow for U.S. plywood, but time and hard work will be needed to generate volume. At present, plywood is used for concrete forms in most of Germany. High density plywood and plyform both have potential.

Possible deterrents to growth of American plywood in Germany, in addition to strong competition, include some reluctance of contractors to change to new products and lack of acceptance by building codes from standpoints of fire and strength. The latter problems, of course, affect use of all structural plywoods.

Interest appeared to be highest in architectural shapes and specialty plywoods. Questions were asked of mission members concerning fire resistance, and strength and reuses of concrete form plywoods.

On site in Hamburg

The Mission toured a concrete feed mill under construction in Hamburg. Canadian Douglas fir plywood was being used for floor and wall forming. Panels ¾ inch thick, framed with 2 x 6 lumber spaced 12 inches on centers, were subjected to a 14-foot pouring height. For this job, the plywood was expected to give only six reuses.

At a large importer's warehouse, mission members were impressed by the variety of plywood and other panel products imported into Germany from all over the world—the Far East, Africa, Scandinavia, USSR, Canada and the United States.

Members also attended a prefabricated housing fair at Dortmund. Their host at the Fertighaus Messe was a German importer-wholesaler, who sells to the prefab market. Prefab residences, second homes, and school classroom units were displayed on the grounds, and product exhibits were shown. Products shown included Finnish concrete form plywood, Simpson specialty products (exhibited by an importer), Canadian sheathing on wood frame construction (by an importer), and Masonite.

The Mission was told that last year only 1,000 prefab homes were built in Germany. There are problems with codes and with styling.

While the prefab market in Germany is still small, the Mission is convinced that the housing need and labor shortage will stimulate its growth.

NETHERLANDS

The Netherlands has the highest population density of any of the European nations. There is much construction to alleviate an acute housing shortage.

Plywood import figures in thousands of square feet from the United States and Canada show increases from 1962 through 1965 (projected):

	1962	*1963*	*1964*	*1965*
Canada	390	2,500	5,290	7,240
U.S.	103	230	549	769

Because of crowded housing conditions, codes restrict wood used as exterior sidings. At present, most of the roof materials do not require a solid sheathing. Thus, the best opportunities appear to be in concrete forms, interior paneling and subflooring and underlayment. There is definitely a market for U.S. products despite competition, reluctance to change traditional practices, and tough codes.

More field trips

The new Dutch clothing manufacturing center under construction in Amsterdam was visited by the Mission. This 16-story concrete structure, being raised about a concrete core, was designed for metric size panel forming. The forms are lumber-framed panels with skins of 5/32-inch plastic surfaced plywood made in the Netherlands. Eight pours are expected to be made against this form system. The engineer claimed the construction, which had a total thickness of about ¾ inch, is cheaper than high density overlaid plywood of the same thickness.

The warehouse of one of the largest timber, lumber, and plywood importers in Europe also was visited in Amsterdam. The principal impression was again the variety of woods in all forms imported from the marketplaces of the world, and the choice of products available to the construction industry.

This was the third mission organized by the American Plywood Association and approved by the Department of Commerce. The others were to Japan in July 1964 and April 1965. The association represents almost 90% of U.S. manufacturers of structural plywood.

Members of the mission to Europe included:

H. W. McClary, vice president and general manager, Simpson International, Simpson Timber Co., Shelton, Wash.; Lowell E. Patton, general manager, Oregon Lumber Export Co., Portland, Oreg.; Monroe W. Pollack, vice president of sales, U.S. Plywood Corp., New York City; William H. Schlauch, export manager, Georgia-Pacific Corp., Portland, Oreg.; Arthur H. Jones, director, market research and economic services division, American Plywood Association; and Joseph L. Leitzinger, manager, publications and exhibits, American Plywood Association.

U.S. exports up 4% in August, 11% higher than a year earlier

At annual rate, trade surplus shows improvement but is lower than in 1st 8 months of 1964

U.S. exports—seasonally adjusted and excluding military grant-aid—rose by 4% in August, following a like gain in July.

These advances, after the dip in June which followed the high-volume clean-up period from the dock-workers' strike, raised the annual rate of exports in January-August to $25.5 billion, 3% above the level for the same period last year. Valued at $2,346 million, exports in August were 11% higher than in August a year ago.

The 3% expansion in imports during August was little more than the value of merchandise estimated to have been unladen from strike-bound U.S. vessels which had arrived in June or July. Despite this indication of a slowing in the rise of imports, the advance through August, to an annual rate of $20.3 billion, represented an 11% increase over the rate in the first eight months of 1964. August imports of $1,725 million were 10% above the same month last year.

As a result of the upturn in exports since June and the apparent slackening in the advance in imports, the trade surplus improved from an annual rate of $4.5 billion in the first half to $5.2 billion through August. At that level, the rate of surplus was about $1.4 billion less than it was in the first eight months of last year.

New joint committee meets to discuss U.S.-Mexican trade

Marks effort by both Governments to maintain permanent institution for regular exchange of views

The Joint Mexican-United States Trade Committee held its initial meeting in Washington Oct. 13-15 to discuss mutual problems in U.S.-Mexican trade.

Creation of this Joint Committee represents the first effort by both Governments to initiate and maintain a permanent institution for the regular exchange of views on ways that will promote mutually beneficial trade.

Discussions ranged over a variety of subjects, including:

The respective commercial policies of the two countries; impediments to expansion of trade; export promotion activities of the two countries; and the role of certain international bodies in promoting international trade.

The Committee agreed to hold its second meeting in Mexico City in 1966. It was also agreed that there would be a continuing exchange of views on many of the matters discussed during the meetings through normal diplomatic channels.

The Delegation of Mexico was headed by the Ambassador of Mexico to the United States, the Honorable Hugo Margain; the U.S. Delegation, by Joseph Greenwald, Deputy Assistant Secretary of State for International Trade Policy and Economic Defense.

Commerce Department issues export declaration rules

In the Federal Register of Oct. 9, the Department of Commerce announced the elimination of requirements for filing Shipper's Export Declarations for shipments valued less than $100 to Canada and to non-foreign areas (Puerto Rico, Virgin Islands of the U.S., Guam) for which a validated export license is not required.

At the same time, the Department announced elimination of Shipper's Export Declaration requirements for all shipments by mail valued less than $100 not requiring a validated export license. The previous exemption for mail shipments was limited to shipments of less than $50.

A PROGRESS REPORT

The U.S. balance of payments and the business community

Leading companies join in concerted effort to improve the country's position

By ANDREW F. BRIMMER
Assistant Secretary of Commerce for Economic Affairs

(Part II. The first portion of Mr. Brimmer's article appeared last week.)

In the first half of 1965, total U.S. exports showed only a 1.1% gain over the level in the first half of 1964. Non-agricultural exports, which are more closely comparable to the exports of our participating companies, showed a slightly better improvement, rising 4.3% above the year-ago levels. However, this was virtually no change from the high levels reached in the second half of 1964. The increase in non-agricultural exports in the first half of this year was largely dependent upon the rising level of exports to Canada. Shipments there were little affected by the dock strike, which had very adverse effects on first-quarter exports to other destinations.

BRIMMER

Companies participating in the voluntary program had a slightly smaller share of total non-agricultural shipments during the first half of 1965 than in 1964 as a whole. In fact, many companies have reported that export losses suffered during the dock strike could not be completely made up in later periods. During the January-June months, their shipments rose at an annual rate of about 3%. However, a number of companies have reported that they expect some improvement in their export shipments over the remaining six months of 1965.

On the basis of the foreign trade statistics for August, the over-all outlook for exports did brighten somewhat. In August, exports were $2,346 million, after seasonal adjustment, up 4% over July's total. Seasonally adjusted imports in August were valued at $1,725 million, a gain of 3% from the July level. During the first eight months of this year, seasonally adjusted exports were at an annual rate of $25,520 million, an increase of 3% over the comparable rate in 1964. During the same period, seasonally adjusted imports were at an annual rate of $20,309 million, a rise of 11%. The relatively greater improvement in exports during August lifted the trade surplus to an annual rate of $5,211 million, compared with an annual rate of $4,894 million registered during the first seven months of the year.

Taking the companies in the voluntary program as a group, a substantial further expansion of exports is a matter of considerable urgency. If a sizable expansion does not occur, an appreciable number of companies will find it difficult to meet the balance-of-payments improvement goals they have projected. We have no estimate of the share of exports in the estimated improvements. However, during 1964, exports accounted for two-thirds of the entire range of transactions used as a base in calculating improvements. Thus, any short-fall in exports must be compensated for in income and direct-investment transactions—or the aggregate improvement of $1.3 billion estimated for 1965 may not be reached.

Direct investment

You may recall that a principal feature of the voluntary program is the restraint of direct investment. Companies were asked to cancel or postpone marginal projects and in other ways to exercise restraint on undertaking new projects in *developed* countries. While it is virtually impossible to separate the impact of the President's program from a number of other factors which are also affecting the behavior of direct investments, the evidence from the quarterly reports suggests that a number of companies are making an effort to restrain direct investment.

During the second quarter, direct investment by all American corporations amounted to about $880 million on a seasonally adjusted basis. This represented a decrease of about one-quarter from the extremely high level of $1,160 billion registered during the first quarter. Thus, the capital outflow for direct investment, which was at a record annual rate of over $4.4 billion in the January-March period, eased off to an annual rate of $3.5 billion in the second quarter. This outflow clearly represents a significant element in the balance-of-payments deficit, and further progress must be made toward reducing its impact.

If we look behind these over-all figures, we can get a better feeling of the impact of the voluntary program on direct investment. This is especially true with respect to Western Europe. From the first to the second quarter, direct investment in Western Europe declined by about $170 million—from $536 million to $367 million, using seasonally unadjusted figures. This is a decrease of one-third for Western Europe, compared with a decline of approximately 15% in total direct investment—again using figures which have not been adjusted for seasonal variation.

Expressed differently, Western Europe absorbed about two-fifths of the total direct investment outflow during the second quarter in contrast to almost one-half during the first quarter of 1965 and almost three-fifths during 1964 as a whole. Since the voluntary program stresses particularly the restraint of direct investment in advanced countries, especially in Western Europe, we think these results do indicate that the program is taking hold. In making this observation, we are aware that the first-quarter record outflow could not be sustained indefinitely. However, the pace at which funds were being sent abroad began to slow down before the end of the first quarter—partly in response to the President's program. The continued favorable response of the business community is even more evident in the April-June months, and this response should be further improved.

Direct investment in Canada also declined during the second quarter. In the January-March period, the outflow to Canada amounted to $222 million. During the second quarter this declined to $147 million—a drop of $75 million or 35%. As a matter of fact, the decrease in the outflow to Canada would have been even larger except for a single transaction of $100 million. This arose from a corporate merger resulting in the shift of that

amount of long-term loans held by financial intermediaries to a direct investment on the books of the new parent firm.

While direct investment in Western Europe and Canada declined somewhat, there was a considerable increase in the outflow of funds to the Latin American Republics and to the countries of the Middle East. For example, direct investment in the Latin American region rose from $76 million in the first quarter to $111 million in the second quarter. There was also a modest increase in direct investment in Australia, New Zealand and South Africa. The flow of funds to other countries in Asia and Africa rose by $127 million during the second quarter; this represented a gain of 76%.

Middle East

The bulk of this expansion was concentrated in the Middle East and reflected large tax payments by U.S. petroleum firms to governments in oil-producing countries. In addition, a number of petroleum companies, relatively newcomers to the Middle East, were still making payments during the second quarter for oil and gas leases acquired earlier this year. These payments were for prospecting rights granted in the Persian Gulf after a considerable period of negotiation. Most of them occurred in the first quarter of 1965, but there was also some spill-over into the second quarter. Moreover, the companies will have to undertake a substantial amount of development expenditures during the rest of 1965 and 1966. Thus, we can anticipate a further outflow of funds in connection with these projects.

The quarterly reports of the companies cooperating in the voluntary program also indicate that the effort is being registered in the advanced countries. During the second quarter, the 380 companies whose reports we tabulated had increased investments in their affiliates in developed countries of $541 million. During the first quarter, the same companies increased these investments by $765 million. This represents a decrease of about 30% from the first to the second quarter.

Looked at from a different perspective, during the first quarter the increase in foreign investments by the 380 parent companies in their subsidiaries was equal to roughly one-third of the amount for 1964 as a whole; during the second quarter the investments were only one-fourth of the 1964 level. Thus it appears that direct investment (including re-invested earnings by the companies in the voluntary program), which was at an annual rate of over $3 billion during the first quarter, declined to an annual rate of slightly more than $2 billion during the second quarter. The level of direct investment by these firms in 1964 as a whole was just over $2 billion.

While the over-all level of direct investment remains high, the efforts to restrain it are evident. Because the current rate of capital outflow reflects commitments made as much as a year ago, the real impact of the voluntary program will not be fully evident until late 1965 or early 1966. Moreover, the beneficial effects of the arrangements which many individual companies have made to reduce the impact of their expenditures abroad on the balance of payments will begin to appear in the statistics only after a considerable time-lag.

On the other hand, the continued high rate of direct investment—and the projected increases in the year ahead—is somewhat disquieting. In this regard, it may be well to comment again on the recently announced projections of plant and equipment expenditures abroad by U.S corporations during 1965. Such outlays are expected to rise by some $1.3 billion, or 20%. This does not necessarily mean that the level of direct investment during 1965 will expand correspondingly, but it does increase the pressure to send funds from the U.S. to finance part of such expenditures.

In interpreting these figures, it is well to recall that these reports of spending plans in 1965, to a considerable degree, are based on projections made as much as a year in advance by the foreign affiliates of U.S. corporations, and they reflect estimates of capacity requirements completed long before the President's program was announced. Furthermore, a substantial proportion of such outlays has traditionally been financed with funds raised abroad, including capital consumption allowances and other internally generated funds, as well as from other funds which do not result in a direct drain of capital from the United States.

Nevertheless, because the companies are anticipating such a large increase in their plant and equipment outlays, we have urged them to make an extraordinary effort to raise as large a fraction as possible of the required resources outside the United States.

Secretary Connor has asked corporations which found it necessary to proceed with priority investments to finance these, as far as possible, by raising funds abroad. Since we did not ask the companies to report such borrowing in their quarterly work-sheets, we do not have detailed statistics on the progress they are making. However, a number of companies have voluntarily reported the data.

On the basis of information of this type received through June, we were able to identify approximately $300 million of foreign financing by companies cooperating in the voluntary program. Since that time, borrowings amounting to about $100 million additional have been reported to us. These include the expansion of bank loans as well as the flotation of securities in the public market.

Several companies undertaking public flotations specifically indicated that they adopted that course of action in order to assist the voluntary program. For example, Standard Oil Co. of Indiana announced on September 16 that it had formed AMOCO Oil Holdings, S. A., as a Luxembourg subsidiary explicitly for the purpose of raising funds abroad to minimize the impact of their foreign investment projects on the U.S. balance of payments. The Luxembourg subsidiary will sell a $25-million 5¾% bond issue maturing in 1985. The issue will be unconditionally guaranteed and offered entirely outside the U.S.

American Cyanamid has recently announced that it will issue $20 million of debentures with the similar aim of financing overseas programs with funds obtained outside the U.S. The company indicated that it was prepared to pay higher costs of borrowing abroad in order to further the broad objectives of President Johnson's program.

In addition to these public issues of securities, companies have told us of sizable expansions in their volume of loans obtained from banks abroad. Moreover, a number of companies have also reported that they have expanded their short-term liabilities to financial institutions abroad.

So far, no companies have reported to us that they have failed in their efforts to obtain funds abroad. On the other hand, quite a few have informed us that European sources are becoming increasingly tight and interest rates—which were already high—are rising further. While these developments impose a further burden on U.S. companies trying to finance their activities abroad, the vast majority of companies which are making such efforts seem to be willing to bear the additional costs.

But the mounting pressures of direct investment underscore the need for U.S. companies to rely even more on foreign sources of funds. Otherwise the contribution to improvement in the balance of payments arising from exports and the repatriation of income may be further offset by the outflow of funds for direct investment.

(The third and concluding part of Mr. Brimmer's article will appear next week.)

Trade specialists on tour

Employees from 8 U.S. Embassies overseas to hold consultations with U.S. business

The eight men seated around a globe in a conference room of the Department of Commerce were told: "You are much more than modern-day Christopher Columbuses (or Leif Ericsons). You will travel much more broadly across the United States. You will delve much deeper into the areas of trade, and you will have the full support of our Government behind you."

The men are highly skilled local employees, working in the Commercial sections of U.S. Embassies in Norway, Italy, Japan, Peru, India, Egypt and Germany. They have been in the United States since October 1 for intensive briefing in Washington and are about to begin a seven-week tour of U.S. industry.

Each of the men will visit six or more Field Offices of the Department of Commerce on his itinerary and will be available for consultation about business opportunities in his country. Each is prepared to exhort American business to export more to his particular area of the world and each can cite immediate market possibilities.

Carlos Camilloni, commercial research analyst at the American Embassy, Lima: "Food processing equipment, automotive maintenance equipment, metalworking machinery—these are the things Peru wants to buy now. The members of the recent state of Georgia Industrial Trade Mission to Peru found distributors and end-consumers for their products the first day they were in town."

Camilloni will talk further on this and on Peru's Industrial Development law in Cincinnati, Ohio, Nov. 7-13; Greensboro, N.C., Nov. 13-18; Knoxville, Tenn., Nov. 18-20; Houston, Texas, Nov. 20-25; San Francisco, Calif., Nov. 26-Dec. 1; Denver, Col., Dec. 1-6, and Buffalo, N.Y. Dec. 6-11.

Open prospects

Swapan K. Mookerjee has served as economic assistant to the American Consulate in Calcutta for four years. He says that India poses an immediate market for heavy earth-moving equipment, non-ferrous metals and automotive parts. "Also," he says, "in view of increasing amounts of project and non-project AID loans to India, many possibilities of additional exports to India are open."

Mookerjee will be available through the following Field Offices for discussion of India's industrial and import trade policy during his visits to Buffalo, N.Y., Nov. 6-11; Chicago, Ill., Nov. 11-16; Kansas City, Mo., Nov. 16-21; San Francisco, Calif., Nov. 21-26; Houston, Texas, Nov. 27-Dec. 3; Memphis, Tenn., Dec. 3-8, Knoxville, Tenn., Dec. 8-11.

Alberto Cristofanetti, commercial industrial specialist at the American Embassy in Rome, is particularly knowledgeable on the subject of Italian iron, steel, chemical, glass and ceramic industries. "America is our second largest supplier," he says. "We like all American goods because of their quality and prestige. There is a market for everything—even florist ribbons!" Just before he left Italy, Cristofanetti relates, an American manufacturer of acetate ribbons for florist decoration stopped into the Embassy almost as an afterthought to see if there were any leads in his line. "In a matter of moments, after three or four telephone calls, we found several Italian representatives for him and he began what appears to be a very profitable arrangement. We are always available to help others do the same."

Cristofanetti will be in St. Louis, Nov. 7-13; Greensboro, N.C., Nov. 13-18; Knoxville, Tenn., Nov. 18-21; Memphis, Tenn., Nov. 21-25; Portland, Ore., Nov. 26-Dec. 2; Minneapolis, Minn., Dec. 2-6, and Phila., Pa., Dec. 6-11.

Heinrich W. Mirgel, trade assistance specialist at the American Embassy in Bonn, says the hottest sales possibility in Germany right now is pre-fabricated houses. "We are selling over a half-million houses a year, so there must be a

Cairo

"There is a heavy demand for raw materials for industry in Egypt."

—Nestor G. Lardicos

Rome

"We like all American goods because of their quality and prestige. There is an immediate market for everything—even florist ribbons!"

—Alberto Cristofanetti

Bonn

"The hottest possibility in Germany right now is prefabricated houses."

—Heinrich W. Mirgel

Oslo

"Norway's merchant fleet, being 3rd or 4th largest in the world, offers many sales opportunities."

—Olav Campbell

market." Recently a Massachusetts firm approached the commercial section of the Embassy with a problem—they needed to find someone who would take the risk in setting up a sample house. As a result of the visit a backer was located and the American company is already taking orders based on its sample house.

Mirgel's itinerary in the States is: Cleveland, Ohio, Nov. 7-12; Charleston and Columbia, S.C., Nov. 12-17; Knoxville, Tenn., Nov. 18-21; Dallas, Texas, Nov. 21-25; Los Angeles, Calif., Nov. 26-Dec. 1; Salt Lake City, Utah, Dec. 1-6, Hartford, Conn., Dec. 6-11.

From Tokyo, Japan, comes **Kosei Kamiyama,** senior commercial advisor at the U.S. Embassy. Kamiyama cites Japanese interest in quality consumer lines. He says the trade inquiries received at the Embassy from Japanese business are up significantly over the 744 received last year. He is impressed with new Commerce procedures that will speedily and efficiently translate and report back these business inquiries to the Washington office. Kamiyama is fully prepared to discuss how Commerce Trade Contact Surveys, Trade Lists and Trade Opportunities can assist American firms wishing to sell in Japan. His itinerary: Philadephia, Pa., Nov. 6-11; Detroit, Mich., Nov. 11-16; Des Moines, Iowa, Nov. 16-21; Los Angeles, Calif., Nov. 21-28; Albuquerque, La., Dec. 4-8, Knoxville, Tenn., Dec. 8-11.

Olav Campbell, senior economist at the American Embassy in Oslo, says American firms should be aware that Norway's merchant fleet—third or fourth largest in the world—offers many sales opportunities. "The Norwegian market is not large, but it is profitable," says Campbell, "and we in the commercial section are fully familiar with its possibilities. If an American businessman walks into our office, we can refer him to exactly the right people."

Campbell will welcome business questions about Norway during his visits to Reading, Pa., Oct. 29-Nov. 1; New York City, Nov. 1-6; Boston, Mass., Nov. 6-11; Milwaukee, Wis., Nov. 11-16; Denver, Col., Nov. 16-22; Portland, Ore., Nov. 22-27; Phoenix, Ariz., Nov. 29-Dec. 3; Atlanta, Ga., Dec. 3-8, Knoxville, Tenn., Dec. 8-11.

Nestor G. Lardicos has been a commercial specialist at the American Embassy in Cairo for over 15 years. When asked what he considered certain market opportunities in the United Arab Republic, he replied: "There is an immediate market for raw materials for industry in Egypt," he says. "But please, allot a proper amount of time to canvass our market. A minimum of three days is needed.

Lardicos will be in Reading, Pa., Oct. 29-Nov. 1; New York, Nov. 1-6; Hartford, Conn., Nov. 6-11; Minneapolis, Minn., Nov. 11-16; Salt Lake City, Nov. 16-21; Seattle, Wash., Nov. 22-27; Dallas, Texas, Nov. 27-Dec. 3; Birmingham, Ala., Dec. 3-8; Knoxville, Tenn., Dec. 8-11.

Jose de A. Tenreiro, from Lisbon, has been a commercial specialist with the American Embassy for over a decade and believes U.S. exports to Portugal would increase significantly if Americans would adapt their quality merchandise to Portuguese standards. Immediate prospects include metalworking equipment for light industry. Tenreiro will be in Pittsburgh, Pa., Nov. 7-12; Savannah, Ga., Nov. 12-16; Charleston, S.C., Nov. 16-17; Knoxville, Tenn., Nov. 18-21; Phoenix, Ariz., Nov. 21-25; Seattle, Wash., Nov. 26-Dec. 1; Milwaukee, Wis., Dec. 1-6, and Boston, Mass., Dec. 6-11.

Tokyo

"Trade inquiries received at the Embassy from Japanese business are up significantly over last year. There is much interest in quality consumer lines."

—Kosei Kamiyama

Calcutta

"In view of increasing amounts of project and nonproject AID loans to India, many possibilities for export are open."

—Swapan K. Mookerjee

Lisbon

"Food processing equipment, metalworking equipment for light industry and possibilities in many other areas exist if Americans would adapt their quality merchandise to Portuguese standards."

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Lima

"Automotive maintenance equipment, food processing equipment, metalworking machinery. These are a few of the things Peru wants to buy right now."

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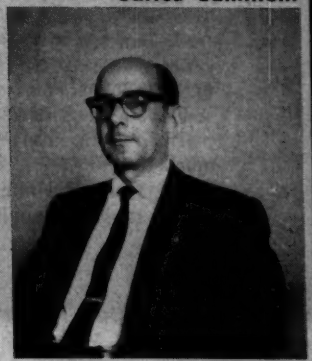


U.S.-MADE BULLDOZERS clear away another industrial site, as the Honduran economy surges ahead.

Changing trade patterns confront U.S. traders in Honduran market

Area's economic integration stimulates fast-growing economy; best export chances still lie in agriculture and related industries

By ANTHONY WINKLER-PRINS
Commercial Attache,
U.S. Embassy, Tegucigalpa

Honduran economic activity is continuing its robust performance, and all indications point to more of the same during 1966. Central American Economic integration gets the lion's share of the credit for the upswing, but it is also altering Honduran trade patterns in the process and forcing U.S. traders to reassess their traditional policies in this market.

WINKLER-PRINS

The Honduran international trade pattern is rapidly changing and U.S. manufacturers and exporters must recognize this and adapt themselves if the U.S. share of Honduran imports is to be maintained.

Central American economic integration is bringing more consumer products into Honduras from her Common Market partners and less from the United States.

To counteract this, U.S. manufacturers must concentrate on exporting capital goods of the type used in agriculture, forestry, mining, construction, manufacturing and other industries which are being developed and expanded.

The opportunities for supplying these goods from the United States are excellent, as Honduran businessmen generally prefer U.S. products because of their superior quality and the country's proximity, which results in quicker deliveries and ease in ordering replacement parts.

The Gross National Product (GNP) growth rate for 1965 is expected to equal or exceed the 6.4% rate for 1964, which was the largest since 1957.

The stimulus to the nation's economy is largely the direct result of Central American integration, which is creating an increase in marketing ventures and a considerable growth in trade with the other Central American countries. It is also causing the establishment or expansion of manufacturing industries which would not be able to operate profitably without Central American integration.

Bank promotion

The promotion of such industries has been intensified materially by the establishment last year of an industrial development department in the Banco Nacional de Fomento (National Development Bank). Sponsored and assisted by the AID Mission, this division has promoted 21 new plants or expansions of existing plants, representing a total investment of $8 million. Many other investment studies are in various stages of progress.

The future of Honduras will depend a great deal on the extent to which these industries develop, and this in turn will affect the potential for U.S. exports to Honduras.

Despite industrial progress, the economy of Honduras still depends primarily on agriculture, livestock and forestry. These economic sectors were responsible for 44.4% of the country's Gross National Product in 1964, employed the majority of the labor force, and accounted for 83.3% of total exports.

The country's potential for economic growth, therefore, lies to a great extent in the further development of the following areas:

- The agricultural, livestock and forestry industries themselves;
- the manufacturers depending on these industries for their raw materials and supplies; and
- the manufacturers of capital goods and components used by these industries.

The development of the agricultural and related industries will stimulate economic growth by absorbing man power, producing import substitutes, expanding exports, and increasing per capita income. These industries also offer the greatest opportunities to U.S. manufacturers and exporters for the sale of their products.

Agricultural tractors, equipment and supplies will be imported in increasing quantities, and the U.S. will supply the

majority. The Export-Import Bank has just authorized a $420,000 Alliance for Progress loan for the purchase of agricultural equipment such as wheel tractors and clearing equipment as part of the Honduran Rural Development Program.

The U.S. exhibit at the El Salvador International Fair, which opens on November 5, will specialize in these products. The exhibit is expected to generate considerable interest. Food processing equipment is also winning a larger market and, although the food processing industry is still in its infancy, it is showing good export possibilities.

For instance, Compania Agricola Rio Tinto of La Lima (subsidiary of United Fruit) will soon start constructing a plant to manufacture 10 million pounds of canned and frozen banana puree and banana chips a year.

Choloma Industrial, S.A. de C. V. of San Pedro Sula was recently formed for the packing and processing of oranges, grapefruit and pineapples. The Standard Fruit Company, which has been experimenting with the growing of pineapples, is about to plant them in large quantities for shipment to the U.S.

A new milk pasteurizing plant called Planta de Productos Lácteos is under construction in Tegucigalpa, and another company is being formed to build a similar plant in the southern part of Honduras. The firm of Café "La Medalla" of San Pedro Sula plans to manufacture instant coffee. Compañía Azucarera Hondureña of San Pedro Sula, which operates the Villanueva sugar mill, will invest $2 million to nearly double its present capacity.

A cottonseed oil plant in Southern Honduras is under consideration by Fábrica de Manteca y Jabón Atlantida of La Ceiba. The firm of Tabacalera Hondureña (British-American Tobacco) plans to manufacture cigars.

The meat packing industry has an excellent future as an important dollar earner. It is presently handicapped by a scarcity of cattle, but as the supply increases there will be additional demand for slaughterhouse and refrigeration equipment, and refrigerated trucks.

Frozen fish

The fishing and freezing of shrimp on the north coast of Honduras and in the Bay Islands is a new and promising industry. Shrimp canning has started, and additional ice-making, deep-freezing and canning equipment is needed.

The Honduran Government has been considering construction of a pulp and paper mill for sometime, and a favorable decision may be made shortly. A wood treating plant is also being proposed, and Productos Forestales, S. A. de C. V., has recently been formed in Tegucigalpa to produce pine plywood.

Honduras is rich in minerals, and produces silver, gold, lead and zinc. Accord-

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

ing to recent studies, there are 6.8 million tons of magnetite deposits in the Agalteca area, having 60% iron content. This would be sufficient to produce 100,000 tons of iron per year for 40 years. The Central Bank of Honduras, in combination with Altos Hornos de Mexico, of Mandova, Coahuito, Mexico, is therefore planning a small steel mill with two blast furnaces, each having a capacity of 150 tons per day.

Certain types of non-metallic mining offer good opportunities for expansion, particularly in the lime, gypsum and building stones industries. Other non-metallic resources are available but have not yet been tapped.

The Hunduran Government is studying proposals from four U.S. oil companies for a 5,800 barrel-per-day petroleum refinery in Puerto Cortés.

The lack of sufficient road transportation in Honduras has been a major obstacle to economic development. It appears that this condition will improve considerably as an important road building program is under way.

The Northern Highway is expected to get under way in the near future, and U.S. road builders will have an opportunity to bid. Scheduled for completion in 1970 at a total coast of nearly $25 million, it will provide a modern paved highway connecting San Pedro Sula with Tegucigalpa, which will cut the present eight-hour trip in half. Other main, secondary and access roads are under consideration.

All of this will create additional requirements, not only for road construction and maintenance machinery, but also for trucks, buses, passenger cars and automotive servicing facilities.

Another construction project to be advertised soon for bidding is the expansion and improvement of the overloaded port facilities in Puerto Cortés. This is Honduras' main port, located on the North Coast.

On the Pacific Coast to the south present port facilities are also inadequate, but a first step has been taken to eventually improve this condition. The firm of Brown and Root, of Houston, Texas is preparing a preliminary study for the Honduran Government to determine the best location for a port on the south coast. The Stanford Research Institute is also undertaking a study of investment opportunities in southern Honduras.

A neglected industry which has a good long range future is tourism. A study of tourist development in Central America, made this year by Porter International Company of Washington, D.C. for the Central American Bank for Economic Integration, indicates that Honduras offers excellent tourism opportunities.

Most promising

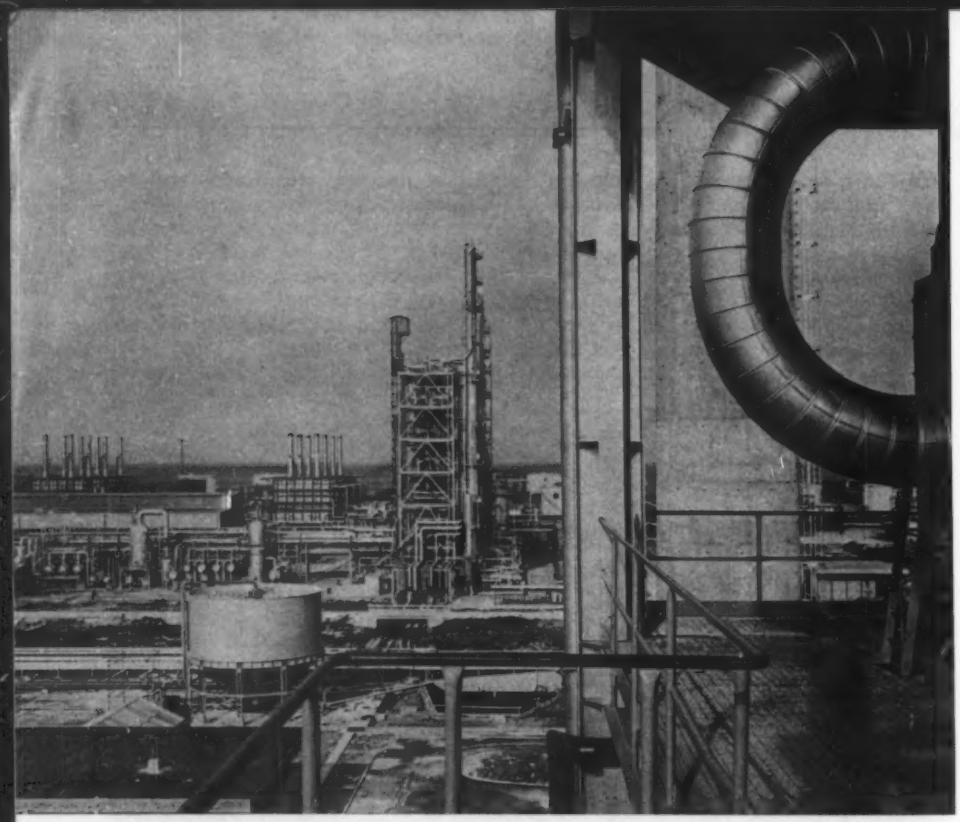
Speaking of Honduras, the report states that "no other single country can make a comparable contribution to the future of tourism in Central America".

Among other things, the report recommends the construction of eight hotels or motels in various parts of the country, including a 100-room luxury hotel with all modern facilities for Tegucigalpa. A company has already been organized to construct it, and capital and American hotel management is being sought.

Hotels are also planned for San Pedro Sula and the Bay Islands.

The trade outlook for Honduras would not be complete without special mention of the industrial progress which is being made in the Sula Valley on the north coast, of which San Pedro Sula is the center. This fast growing area has an unusually strong desire to promote new enterprises.

U.S. firms seeking sales distribution channels, licensing arrangements or joint venture deals should consider both Tegucigalpa and San Pedro Sula for suitable connections—Tegucigalpa, the capital, because it is the political and financial center, San Pedro Sula because of its importance as a fast growing industrial center.



THE MONTECATINI petrochemical complex at Brindisi reflects the industrial rise of Southern Italy.

Italian manufacturers survey the future . . . like what they see

Expect output to jump 25% by '68, paced by metallurgy group; new investments will shift to underdeveloped Southern region

A 25% increase in output, further emphasis on plant modernization, the employment of excess capacity, and slower growth in employment and investment are expected to characterize Italian industry through 1968, according to a recent study by CONFINDUSTRIA, the Italian manufacturers' association.

The study was based on a survey of the plans, programs, and market appraisals of both public and private Italian management, and provides an idea of the shape of things to come in the $1 billion Italian market for U.S. goods.

Italian production suffered a setback in the second half of 1964, when a mild recession set in. While most industries have either fully or partially readjusted the general level of Italian production in 1965 is not expected to show a major gain over 1964 because of the continuing recession in the construction industry.

The study found that the overall level of production is expected to climb at an average annual rate in excess of 7% starting in 1966.

The electric power and gas, metallurgy, and chemical industries are likely to make the largest gains, while the textile industry may make the least.

Employment is not expected to show any significant gain in 1965, but should increase by 145,000 a year in the 1966-68 period, up from the 1960-64 average increase of 135,000.

Little change

Industrial investment in 1965 will probably be little changed from that of 1964, and it may even drop somewhat. Investment growth is expected to resume in 1966, but the growth will probably be less rapid and with a change in emphasis.

The investment emphasis is expected to shift more toward modernization of plant and equipment and away from expansion of capacity, with more attention given to cutting production costs.

A geographic shift in investment may take place, as increasing amounts are planned for the "Mezzogiorno", the less industrialized South of Italy.

Despite the slower rate of anticipated investment growth, 1965-68 investment is likely to exceed $7 billion, offering good sales potential for sales of U.S. capital goods—especially in view of the anticipated increase in importance of plant modernization and labor-saving equipment.

Industry trends

Dynamic changes in the structure of Italian demand and varying levels of present plant utilization are expected to be the prime determinants of investment and production increases.

The study estimates that industrial output will expand 25% from 1964-68, employment will expand 5%, and utilization of plant capacity will grow to over 80%.

The *Metallurgical Industry* is expected to have the most rapid growth, increasing its output by 56%, twice the rate of the 1960-64 period. Growth will center in the steel industry, which is expected to increase output from the 9.8 million tons of 1964 to 16.2 million tons in 1968. Large investments in the metallurgical industry should continue through 1967, but overexpansion is not feared, and it is estimated that metallurgy will be operating at 90% of capacity in 1968. Steel activity is likely to shift more to the South, where by 1968 nearly a third of Italy's steel will be produced. The shift is already taking place, and southern Italy now has the largest steel mill in Europe, the newly completed ITALSIDER mill in Taranto.

The Electric Power and Gas Industry is expected to increase output by about 40%, second only to the increase of the metallurgical industry. This industry may have the highest rate of employment increase, and is also expected to have the highest amount of investment, $1.9 billion. The industry is expected to operate at 94% of capacity by 1968.

The Construction Industry was crippled by the 1964 recession, and is not likely to fully recover in the next few years. The industry is characterized by long lead times, and as new construction starts are still declining, production may not exceed present levels until 1966—and even then at a comparatively low rate.

Employment should begin rising in 1966, but the projected rise will be moderate. at best.

The Chemical Industry will probably continue to register rapid increases in production, but the gains may not reach the 83% rise posted between 1960 and 1964. Employment will increase, but a large part of the increased production will come by stepping up the efficiency of labor through capital investment.

Expanding market

The amount of investment per worker in the chemical industry may be boosted 60% by the planned $1.5 billion outlay, providing an expanding market for manufacturers of highly efficient chemical industry equipment.

The Mining Industry is being reorganized and is expected to recover quickly the ground it lost in the recession. Output is anticipated to rise much more rapidly than in the 1960-64 period.

The Mechanical and Vehicle Industries are expected to enjoy approximately the same favorable rate of growth as in the 1960-64 period, roughly 30%. Italians have been purchasing automobiles in ever-increasing numbers, and the expected continuation of this trend has broad implications not only for the automobile industry itself, but also for related industries such as gasoline, automobile repair, and traffic control devices.

The rate of employment increase will probably be the second highest among Italian industries, and investment in the two industries is also expected to grow rapidly. These industries are expected to operate at over 80% of capacity by 1968.

The Textile Industry may show the least growth, only 6%. Even so, this would be a vast improvement over the 1960-64 growth of only 0.2%. The industry has been plagued with excess capacity and stiff competition. Employment is expected to fall as management places more stress on plant modernization and labor-saving devices.

By 1968, the anticipated total amount of new investment will probably be moderate, as the industry seeks to utilize more of its present surplus capacity.

A picture of growth

The picture for Italian industry through 1968 appears to be one of solid growth, but not all industries appear likely to prosper equally. Attempts to utilize the present surplus plant capacity will continue; and management may pay closer attention to modernizing production facilities, with an eye toward improving efficiency and competitiveness.

The net result should be a healthy Italian industry, trimmed of much of its fat and in an excellent position to face the 1970's with confidence.

Moroccan economy perks up as trade balance improves

Good harvest, increased foreign assistance brighten outlook; North African economic coordination makes 1st step

Economic developments through the second quarter of 1965 aroused increased optimism regarding the Moroccan economy's prospects. A favorable trade balance resulting from continued restrictions on imports has led to a significant improvement in Morocco's foreign exchange holdings, and budget austerity and increased revenues enabled the government to meet current obligations from current receipts.

A good harvest this year has brought about a substantial decline in the cost of living. Assurances of significant increases in the amount of foreign aid have guaranteed the financing of this year's portion of the Three-Year Plan (1965-67).

A major factor in the improved agricultural production was the harvest of a bumper cereal crop.

Cumulative statistics through the end of May, compared with the same period last year, indicate that Moroccan mine production is either holding its own or increasing. Notable exceptions are substantially decreased petroleum and chemical manganese production. The decreases, however, represent previously noted adverse long term trends due to dwindling reserves in the case of petroleum and lack of outlets in the case of chemical manganese.

The brighter side

On the positive side, phosphate, zinc, metallurgical manganese, iron, cobalt, and antimony production show substantial increases over the same period of last year. Thus, a slight adverse trend noted at the beginning of this year has been more than offset by increased production during the spring. Forecasts are for continued improvements over last year's record performance.

The major industrial event during the second quarter was the inauguration of the Safi Chemical Complex. In addition to inaugurating the existing plant, the cornerstone was laid for a new triple phosphate of soda plant. Plans have been announced to double the Complex's production of supertriple phosphate and ammonium phosphate and to expand its scope of operation including, in particular, the creation of a related gypsum industry.

Statistics regarding tourism present a mixed picture. While June arrivals by air at Tangier were 10% higher than last year, first class hotels report that their bookings have averaged only 50% of capacity, compared to full houses last year. However the demand for middle class hotel accommodations continues to outrun supply.

Expect more tourists

Despite the mixed picture, the expansion in tourist facilities continues.

Royal Air Maroc increased its flights in accordance with long range plans to service the anticipated increase in tourists.

The American firm, Ramada Inns, has concluded an agreement with the Moroccan Government to take over the management of the newly expanded 171-room Tour Hassan Hotel in Rabat, and to construct and operate a string of motels throughout the country.

A Swiss firm also announced plans during June to invest $6 million in the construction of 12 motels with a capacity of 600 rooms.

Despite some problems in the fishing industry, latest available statistics indicate that catches were at approximately the same levels as last year. Canned fish exports during April were valued at about $800,000 or 4% below April 1964.

Morocco's internal and external financial position continued to improve. Internally, reduced budgetary expenditures and increased tax receipts permitted the Government to meet its current obligations and begin the repayment of its overdue debts without recourse to advances from the Bank of Morocco.

Rising reserves

Externally, Morocco's gold and foreign exchange holdings continued to increase. Even more important, the Government received assurances of important increases in foreign aid. Morocco can now probably anticipate that all its foreign exchange requirements through the end of this year will be covered.

The Bank of Morocco's net gold and

foreign exchange holdings increased by $14.8 million to a level of $57.8 million. Historically, the third quarter has been the period of maximum net outflow, but this year any losses will be matched by receipts from foreign aid which are realistically expected to reach about $134.8 million (chiefly composed of $28 million from Kuwait; $44 million from France; and $22.4 million from West Germany).

This extraordinary level of foreign aid has permitted the Moroccan Government to reduce its anticipated 1965 over-all operating and investment budget deficit from about $66.8 million to $22.6 million.

Although import restrictions imposed last fall caused declines in both imports and exports compared with the same period last year, there was a considerably greater drop in imports. The decline in exports largely results from reduced citrus sales to France and West Germany due to increased competition, and the reduced marketability of the past season's numerous oversized oranges.

Imports drop

The pronounced decline in imports, however, led to an improvement in Morocco's trade balance over the same period last year. The improved trade position led the French to again call for negotiations reestablishing the preferential commercial relations which existed between France and Morocco prior to October 1964.

In May, an understanding was signed by which Morocco agreed to lift the import license requirement on certain French imports not otherwise prohibited or subject to quota. The net effect was to grant preferential status to approximately one-third of France's normal exports to Morocco.

Although negotiations between Morocco and the European Common Market opened in July, they have been seriously hampered from the outset by Italian reservations regarding fruits and vegetables and the Common Market's problems over agricultural policy.

In contrast, economic relations with her North African (Maghreb) neighbors continued to progress. Largely due to the Moroccan-Algerian commercial agreement signed at the end of 1964, Moroccan exports to Algeria at the end of May were almost 50% above those of the same period last year. In May, the Maghrebian Economic Ministers met at Tripoli, Libya and agreed to begin forming the institutions of Maghrebian economic coordination. The first small but concrete step was the establishment of a central alfalfa marketing office in Algi3ers.

In April the United States and Morocco signed an agreement under Title I of PL-480 providing for the importation of $6.1 million of American wheat against payment in Moroccan currency. Seventy percent of the proceeds from these sales is available for development loans to the Moroccan Government, with an additional 10% set aside for "Cooley" loans for potential American investment.

As part of its program to conserve foreign exchange, the Moroccan Government has increased its drawings of dollar export credits provided under U.S. Supporting Assistance loans. According to latest available Moroccan figures (April 30), uncommitted Support Assistance credits amounted to $13.6 million. Recent figures indicate that these credits will be entirely utilized by May 1966.

San Jose clothing firm seeks help in expansion

A Costa Rican producer of women's undergarments requests a joint venture with a U.S. firm to expand the business.

Financial assistance in the form of cotton and synthetic fabrics and possibly additional machinery and equipment for the proposed project is needed from the U.S. partner. The firm has land available for a planned new plant but is short of working capital.

Write: Jorge Garro Pacheco, Creaciones Garro & Fernandez Ltda, Apartado 4542, San Jose, Costa Rica.

Overseas Business Reports free trial period to end

More than two years ago the Bureau of International Commerce (BIC) compared the mailing lists of International Commerce *and the* Overseas Business Reports *and found that relatively few readers of this magazine also received and used the OBR series.*

The BIC thought more should and probably would use Overseas Business Reports *if they became acquainted with them. To stimulate this get-acquainted process, BIC offered free copies of OBR's to* International Commerce *subscribers who requested them by title at the time they were announced.*

The BIC believes that the trial period has now been more than adequate and it will be concluded with the issue of November 1.

Use the coupon (right) for a regular subscription to the approximately 125 Overseas Business Reports *issued each year. Send it and your check for $18 to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to Sales and Distribution, U.S. Department of Commerce, Washington, D.C., 20230.*

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THE SWISS economic boom may be slowing down, but the shelves of this supermarket remain well-stocked.

U.S. sales continue to rise in face of Swiss level-off

Trade with U.S., EFTA up; but EEC still provides 62% of imports; Government's anti-inflation drive curtails business expansion

The Swiss economic boom may be running out of gas, but imports from the U.S. continue to buck the slowdown and reach new highs.

Stronger indications were seen at mid-year that the boom is leveling off. Retail sales continued to climb, but at a lower rate, and the growth of new orders diminished in almost all sectors.

Although a rise in exports and the continuing backlog of orders held industrial operations at a high level, total employment and overtime dropped somewhat from the levels of last year's "overheated" economy.

The Government's anti-inflation program is affecting plant construction and the capital market. Business optimism has leveled and stock market prices dropped to the lowest levels since 1959.

Switzerland's second-quarter foreign trade deficit was about 25% lower than in the comparable period of last year, largely due to an unprecedented decline in imports. Contrary to this trend, however, imports from the United States were 7.4% higher.

Retail sales remained about 7% higher than last year through May. While this represents a slowdown from the 1964 rate of 8 to 9%, there were good gains in sales of foodstuffs, furniture, automobiles, toilet articles, and household appliances. The retail price index, up 3.3% over June of last year, was pushed hardest by a 6.4% rise in rents following a relaxation of rent controls. Smaller increases occurred in clothing (3.8%) and "miscellaneous" (5%), while food and utilities remained unchanged.

U.S. trade grows

Trade between the U. S. and Switzerland increased in both directions during the second quarter, with imports of more than $86 million from the U.S., almost $6 million better than the same period of last year. The decline of Swiss imports of U.S. aircraft parts, construction machinery, and automobiles was more than offset by increased shipments of such U.S. products as electronic measuring and testing equipment (up almost 300% over the first quarter), plastics and complete aircraft.

Switzerland's traditionally negative balance of trade improved perceptibly in the second quarter. Rapidly rising exports and an extraordinary decline in the value of imports resulted in a trade deficit of only $197 million—$68 million less than the second quarter of last year.

Program cuts imports

The decline in the value of imports was due largely to the Government's anti-inflation program. The resulting slowdown of industrial investment was reflected in decreased imports of non-electrical and building machinery.

A decline in world market prices for certain foodstuffs and raw materials also helped lower the value of imports.

While there were increased imports of electrical machinery and equipment, instruments and apparatus, chemicals, and gasoline, they could not offset the general decline in the value of imports.

All of Switzerland's major export industries shared in the overall gain. Electrical machinery and apparatus, as well as chemicals and pharmaceuticals, were up bout 18%, and foodstuffs and tobacco exports grew about 12%. Substantially higher foreign sales were also recorded by the mechanical engineering industry, the watch industry, instruments and apparatus, non-electrical machinery, and textiles.

The trend toward increased trade with Switzerland's EFTA partners continued, with both imports and exports increasing at higher rates than with Switzerland's principal supplier and customer, the EEC. Still, the EEC provided 62% of Swiss imports during the second quarter while only 15% came from EFTA countries and 9.4% from the United States. Of Swiss exports, 40% went to the EEC, 20% to EFTA, and 9.4% to the U.S.

The first step of the Federal Council's foreign labor decree, to achieve a 5% reduction in the number of foreign workers by June 30, has been implemented with much less economic disturbance than unofficial commentators had predicted. Reports from industrial firms indicate that the work force reduction may have been more than offset by declines in absenteeism and a better "work spirit" among the remaining foreign employees.

Although the decree provides for another reduction in 1966, no decision will be made until the results of the August census of foreign labor are known.

Trade Center knows purpose

Audrey M. King says Milan, Italy, packaging machinery show had activity everywhere

By AUDREY MARSH KING

Export Manager, Marsh Stencil Machine Co.

Our small green taxi darted among the Fiats and Ferraris through the streets of Milan to Via Gattamelata 5 and the U.S. Trade Center. I was happily full of proscutto, fettucine, scampi and vino blano and in a proper mood to meet the American and Italian members of the staff, who were to become my good friends during the week of the Packaging Machinery Show, Sept. 11-17.

There was great activity in every corner, exhibits being completed under the watchful eye of Phil Stockvis and Architecto David Wetherell. The display material in Stand 19 had been furnished by our Italian distributor, Vito Favata and everything was in place when I arrived. The exhibit space at the Trade Center was beautifully designed by Italian Architect Franco Bombelli, in convertible sections with white background to emphasize the products and demonstration. Dave Wetherell did the graphic design of the catalog cover which made a real hit with the Italian visitors . . . a punched out hexagonal box which he said "could be put together."

Theme song

There was an air of anticipation as Director Martin Stahl called the exhibitors together for a briefing before the opening. A song from "Kiss Me Kate" ran through my head—"Another Opening, Another Show" . . . it must be the theme song of this wonderfully efficient team at the Milan Trade Center.

They have produced 13 shows in two years and with such excellent results in sales, they have earned a special meritorious award from Commerce. They deserve it! Like any successful Broadway show, a team effort plus lots of hard work, talent and imagination are required to produce a new commercial show every month. And the successful director must be able to generate esprit de corps and then communicate this enthusiasm to his staff, the exhibitors and the visitors. Martin Stahl is that kind of a pro. There is wonderful cooperation from everyone—from the director to Antonia, who served many cups of expresso from the coffee bar.

Most important of all, there is a complete understanding of the purpose of the U.S. Trade Center—*to sell more American goods abroad*. Each day Martin Stahl and his friendly deputy, Harry Heikenen, asked each exhibitor, "How much have you sold today?" We have come a long way from the propaganda fairs in 1955, when an exhibitor was not allowed to sell during the show.

The Trade Center team was helpful with these suggestions on how to sell more effectively.

- Have personnel in your stand at all times—even during the slow hours of the long Italian lunch. You may miss your biggest buyer. It has happened.
- Have translations of catalogs, technical information and press releases in the local language. Trade Center will arrange for this, at your own expense.
- Price list or quotation in local currency, not U.S. dollars.
- Hire an interpreter if you don't speak the language. This is absolutely essential for a successful exhibit. I had my charming friend, Carla Castelli, by my side for the whole show as it was necessary to speak Italian, French, German, English, Spanish and a word of Greek. (And Carla is quite beautiful!)

This particular Trade Center show had over 5,000 visitors from Italy and the world because of the special *collaborazione* with the Italian Packaging Show IPACK-IMA at the exhibition grounds just across the street. Special shuttle buses brought many visitors to register at the side entrance of the Trade Center. We were delighted with the number of sales, good inquiries and contacts we made both with the Italians and businessmen from other countries. I talked with men from Salisbury, Osaka, Athens and Bogotá and they were pleased to learn they could purchase Marsh products locally.

A Trade Center exhibit is an excellent place to locate distributors but a representative from the U.S. company must be on the spot to do the talking. Our distributor for Italy had his usual exhibit at the Italian packaging show in addition to the Marsh exhibit at the Trade Center. This meant that additional work and personnel were needed to run two stands. The Trade Center exhibit had several distinct advantages, from my point of view:

- Our distributor sent out several hundred personal invitations (furnished by the T.C.) to his customers to visit the Marsh stand at the Trade Center. This was the first American packaging show in Milan and was something new and different. The atmosphere was American, with good jazz background music personally selected by Phil Stockvis. The lounge was a pleasant place to invite customers for an expresso coffee and conversation.
- Our Italian distributor handles several product lines, which is normal. At the Trade Center exhibit only Marsh products were on display; the complete line was emphasized. It is possible to get a very effective sales presentation across to your distributor, his salesmen and his customers by showing "the way we do it."

WELCOME ABOARD, says Ambassador Frederick Reinhardt to Audrey M. King at the packaging machinery show. Vito Favta, Italian representative for her company, appears in background.

CORY COFFEE MAKERS are closely studied (left) by Bangkok hotel and restaurant operators while National Cash Register machines are discussed (right).

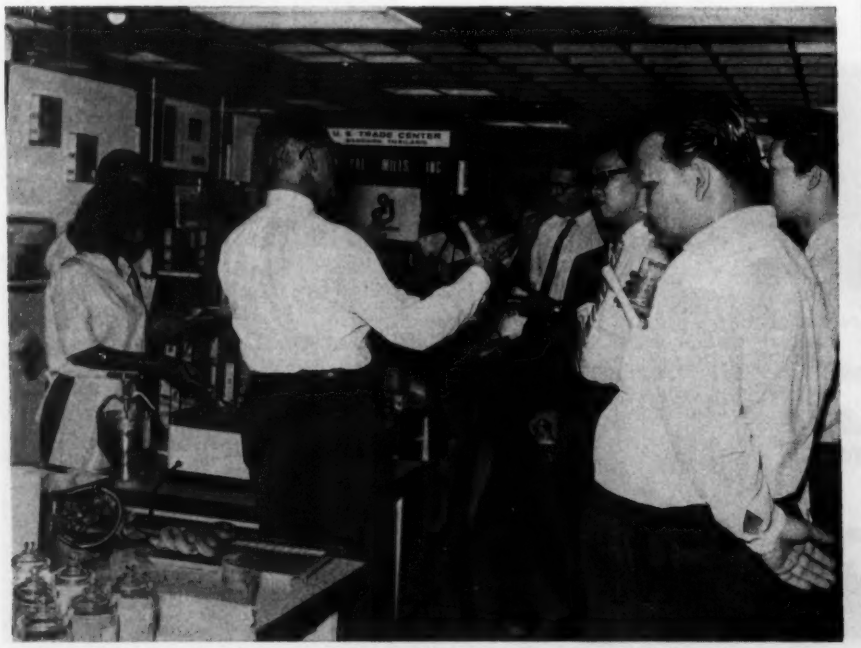
'This one, by far, is the best'

"I've participated in many U.S. trade fairs and exhibited in U.S. trade centers in Europe, and this, by far, is the best. I expect to sell all my equipment on display to local people who have expressed intent to buy and feel that at least 25 additional machines will be sold in the next year."

R. G. Wilson, president of Barbecue King, made this comment after opening day of the hotel and catering equipment show at the Trade Center in Bangkok.

Known sales by close of the Sept. 28 opening day included two Barbecue King machines, two large capacity Perlick bottle coolers and Toastmaster grill equipment. Two excellent prospects for Densylon Carpeting were reported.

The U.S. products attracted top hotel and restaurant operators in Thailand. Many local agents attended the booths, and hundreds of local visitors were recorded daily.



PRESS COVERAGE of the show was reported excellent. Trade Center Public Relations Counsel Jorges Orgibet explains a General Mills hand-operated doughnut machine to reporters and photographers.

COMELY GUIDE (left) talks to a visitor about the bedroom created for Simmons furniture and Turner Jones fiberglass fabrics at the Bangkok show.

AUTOMATIC EGG grading and candling equipment of Kuhl Poultry Equipment Co. (above) constantly attracted the attention of numerous Japanese businessmen involved in cattle and poultry raising.

In Tokyo: animal husbandry equipment

As Big Dutchman hens clucked and A. R. Wood's brooding baby chicks chirped, the animal husbandry equipment show at the Trade Center in Tokyo got off to a timely start.

Edwin O. Reischauer, U.S. Ambassador, and Eiichi Sakata, Japanese Minister for Agriculture and Forestry, opened the show Oct. 12 and praised trade relations between the two countries.

Reischauer said the United States was proud to show animal husbandry equipment and its many uses for proper feeding and raising of cattle and poultry as a followup to the U.S. livestock and feed exhibit at the first Japan international livestock show held last April.

BIG DUTCHMAN, Inc., whose hens furnished part of the accompaniment for opening day remarks, demonstrated automatic egg-handling equipment to several visitors.

Spanish have urgent need for refrigeration equipment; U.S. solo exhibition set

Spain's glistening 20,000-square-foot show window—the new glass-walled Exhibition Palace of Madrid's Chamber of Commerce—will feature the latest in American commercial and industrial refrigeration equipment in a 10-day show beginning next March 8.

The Commerce Department's Bureau of International Commerce (BIC) scheduled the solo exhibition to help U.S. firms capitalize on Spain's urgent need for refrigeration equipment to handle agricultural production.

Spain's national refrigeration plan calls for capital investments of $148 million in order to double facilities by 1968, according to a recent BIC market survey. Imports of refrigeration machinery, equipment and components are expected to reach $40 million during this period.

Write: Commercial Exhibits Division, Bureau of International Commerce (8195), Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WO 7-3968), or contact any of the 42 Field Offices.

'BACON BIN' manufactured by Black, Sivalls & Bryson, Inc., for efficient and economical swine production, gets a close once-over.

Foreign Government Actions

UNITED KINGDOM

National Plan published

Goals set to eliminate payment deficit, increase GNP, improve use of resources

The British Government has published its National Plan for the economic development of the United Kingdom for the next five years.

The Plan, which envisages sweeping changes in the British economy, establishes three major objectives: elimination of the balance-of-payments deficit and the achieving of a surplus to repay borrowing which were required because of the sterling crisis; an increase in the rate of economic growth in order to achieve an increase of 25% in GNP between 1964 and 1970; and establishing an improved regional and social balance in the use of the country's resources.

The Plan was prepared by the Department of Economic Affairs, assisted by other areas of the Government and the National Economic Development Council in close cooperation with British industry. Information on production, investment, manpower and exports was obtained from about 50 sectors of private and public industry regarding their programs during the five years covered by the Plan.

Under the National Plan, growth rates are to be improved in the areas of GNP, exports, productivity, manufacturing investment, and employment.

Increase in GNP

The Gross National Product is to increase 25% or $22.4 billion between 1964 and 1970, an annual average increase of 3.8%. Of the increase, about $5.6 billion is to be used to correct the balance-of-payments and to increase investment in both private and public industries.

The rest of the increase ($16.8 billion) will be divided between additional personal spending and social developments. Personal spending will account for $12.6 billion or more than half of the total increase in GNP.

In reaching the GNP goal, the Plan expects annual growth rates of 8 to 10% in petroleum refining, chemicals, electricity, man-made fibers, and telecommunications; 6% in mechanical and electrical engineering, particularly machine tools and electronics; 2% in textiles, clothing, food and drink, and 4.6% in construction. Agriculture is to be expanded in selected sectors, notably beef, dairy products, and feed grains.

The desired rate of increase in total output depends on productivity and the growth rate of the labor force. Since the supply of labor is expected to increase at a slow rate, the primary impetus would have to come from increased productivity. In order to achieve the GNP target, it is estimated that productivity would have to increase by 3.4% a year. The British Government feels that, based on previous trends of productivity, such a rise is feasible.

Austrian Customs Tariff

A new edition of the International Customs Journal for Austria, dated May 1965, is available on loan from any of the 42 Field Offices of the Department of Commerce. The Journal is a translation of the Austrian tariff and contains current rates of import duties.

International Customs Journals are issued by the International Customs Tariffs Bureau in Brussels. Copies are made available to member governments only and cannot be purchased from the Bureau.

Rise in Exports Expected

Based on the adjusted data supplied from industry, the Plan expects exports to rise by 5¼% a year during the period.

Manufacturing investment would increase an average of 7% a year between 1964 and 1970. This is the rate of investment that would be required to improve productivity and to provide sufficient export capacity and import replacement.

An increase in the labor force of approximately 800,000 would be needed to reach the national growth hoped for. The expected increase, however, is 400,000. In order to reduce this gap to tolerable proportions (200,000) the Plan calls for the redeployment of labor and a more efficient use of manpower.

The Plan realizes that the Government will have to take action itself in order to correct the balance-of-payments. This cannot be done by the business sector of the economy alone. It is assumed that a surplus of about $700 million will be necessary in 1970, including a favorable balancing item of $140 million, and an identified surplus on current and long-term capital accounts of $560 million.

Overseas Expenditures affected

To achieve this aim, there will be a reduction in net Government overseas expenditures from $1,554 million in 1964 to $1,428 million in 1970. In addition, there would be an increase in invisibles from about $1,571 million to $1,904 million, a shift in the private long-term capital account from a deficit of $638.4 million to a surplus of $210 million, and a reduction in the visible trade deficit from approximately $1,545 million to $126 million. This, of course, assumes that exports increase 5¼% a year while world trade in manufactures increases 7% and imports 4% a year.

The growth of total public expenditure is to be limited to an average rate of 4¼% a year during the period. Defense expenditures will be increased only to $5.6 billion by 1970 instead of the previous goal of $6.7 billion. Increases are planned for roads, up 41.5% for the period 1964-70; public housing, 33%; education and health, 23½%; and benefits and assistance, 38%.

British industry faces the problem of the small size of many of its production units compared with those in the United States and some other competing countries. Under the Plan, the Government would not hinder mergers that promote greater industrial efficiency, and would use public procurement to increase standardization and lower costs.

The Government is presently examin-

ing the question of fiscal incentives for manufacturing investment in order to determine if these can be improved. It is planned to facilitate the movement of labor by providing lump sum unemployment compensation and training. In addition, the Plan calls for a system of wage related unemployment benefits. Incentives to attract industries to development areas will also be provided.

Launching investment drive

Increased private investment is especially needed in chemicals, iron and steel, mechanical engineering, and electrical engineering. Investment by foreign companies in less developed areas of the United Kingdom will continue to be encouraged.

The British Government is expected to launch a drive designed to convince U.S. firms which are large exporters to the United Kingdom to establish plants in Britain. Such U.S. companies would generally be required to bring in their own investment capital, contrary to the Johnson Administration's policy of striving to reduce the U.S. balance-of-payments deficit by slowing down the amount of private U.S. investment funds sent to developed nations.

On the other hand, overseas investments by British firms are being discouraged. Government services to assist exports are being better publicized and new measures being considered include fund raising by particular industries to support export promotion and the establishment of export trading corporations.

Another important line of action concerns prices, incomes, and productivity. The Government recognizes that the balance-of-payments position cannot be improved unless the cost of production in the United Kingdom is held at a level at which British industry would be in a more favorable position in relation to its foreign competitors. The Government has reached agreement with both industry and labor and has established the machinery designed to accomplish this objective.

Imports from the U.S. are unlikely to rise as sharply during the period as in 1964. The Government is making an effort to hold imports down by encouraging British industry to substitute domestic production for imports.

Savings on imports

Economic Development Committees ("Little Neddies") of leading industries have made studies of import levels and have set in motion action to affect import savings. These studies show that industry expects an average growth of 8% a year for imports of finished manufacturers and of 4% for semi-manufactures during the period 1964-70. Total imports are expected to increase at the rate of approximately 4%.

In specific commodity fields, imports of food, drink, and tobacco are to remain at the same level as in 1960-64. The annual rate of increase of fuel imports is expected to decline, as also are the annual rates of increase of imported chemicals, textiles, iron and steel, and numerous other items.

The Plan stresses that machine tools and products of the electronic industries are of special importance for technological advances in most other industries. Labor-saving machinery and new techniques such as numerically-controlled machine tools are considered to be the key to British industry achieving a stronger competitive position.

The machine tool industry forecasts an average annual increase in exports during 1964-70 of 10.4%. Imports are expected to drop from an average annual increase of 10.8% during 1960-64 to 3.3% during 1964-70.

Import determinant

With respect to electronic capital goods, the industries state that Government procurement policy is the main determinant of imports of such equipment other than computers. During 1964-70 these imports are expected to double, and computers and peripheral equipment to treble.

Exports are expected to rise about 9.8% a year, about the same rate as in the past few years. The development of semi-conductor technology is considered to be the most important element which will have a major impact on the British electronic industry in the coming years, necessitating cooperation between equipment and component manufacturers and perhaps some fundamental changes in the structure of the industry.

Costa Rican furniture producer proposes venture

A leading San Jose manufacturer of household, patio, school and office furniture proposes a joint venture with a U.S. firm experienced in the industry.

Sought of the U.S. partner is financial participation and particularly technical know-how. The San Jose firm is reported to have sales throughout Central America, including Panama, but seeks to modernize its production procedures.

Write: Rodrigo de Bedout, Muebles de Metal Alumiplastic S.A., Aptdo 2902, San Jose, Costa Rica. WTD.

U.S., Germany sign double taxation pact

Revision affects taxes on dividends passing from one country to other

The U.S. and Germany have signed a protocol modifying the convention of July 22, 1954, for the avoidance of double taxation with respect to taxes on income.

A major feature of the revision effected by the protocol is a change in the taxation of dividends. Dividends passing from one country to the other will be subject to a withholding tax of 15%. However, whenever dividends paid to a U.S. company having an interest of 10% or more in the German company are invested in the German company, the German tax on these dividends will be withheld at the full rate of 25%.

Reinvestment in any calendar year totalling less than 7.5% of the dividends received will be disregarded. Any reinvestment made by the U.S. company in the year prior to or following the year in which the dividends are paid will however be taken into account for purposes of imposing the German withholding tax at the full 25% rate.

Another important change relates to know-how payments, which will be treated as royalties and as such will be exempt in the country of source from Jan. 1, 1963.

Effective date

Except as otherwise indicated in the protocol, the convention as amended is to apply as of Jan. 1 of the year in which the exchange of instruments of ratification takes place. The article regarding taxation of dividends would have effect with respect to dividends paid on or after Jan. 1, 1965.

The protocol will be transmitted to the Senate for ratification.

For a loan copy of the text of the protocol, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

METAL RINGS

Silk screen printers and converters of plastics seeks a licensing arrangement with a U.S. company for manufacture and distribution in the United Kingdom of metal rings for loose-leaf binders.

Write: Dacrematt, Ltd., 85 Buckingham Palace Rd., London, SW. 1. WTD.

Study of Brazil's agriculture shows variety of investment opportunities

Opportunities covering agricultural commodities including required transportation facilities, mills, elevators, and storage and dehydration plants are described in a two-volume economic and engineering study prepared by Weitz-Hettelsater Engineers of Kansas City under the sponsorship of the Agency for International Development (AID) and the Brazilian Ministry of Agriculture.

The study, "Marketing Facilities for Grain and Tuberous Crops—Brazil," is a blueprint of the Brazilian economy over the next decade, and one of 15 reports describing investment opportunities made available to businessmen on Oct. 27 through AID's Catalog of Investment Opportunities and Information. Titles and cost prices of all 15 of the newly released studies are listed in the 13th supplement to AID's free Index to the Catalog.

An abstract of the Brazilian study has been added to the over 1500 summaries of other reports which comprise the Catalog. Each complete study, its microfiche copy and its abstract are available at cost to interested U.S. firms and individuals. A complete up-to-date catalog is maintained at each of the Department of Commerce's 42 Field Offices and can be consulted at no charge.

Other aspects covered

Including its appendix, the two-volume Brazilian study totals 1,046 pages and contains 233 statistical tables and 110 figures and drawings. These include such items as a flow diagram and plant layout for a flour mill and onion dehydration plant and plans and sections for terminal grain elevators.

In a broad sense, the report although focusing on the growing, handling and processing of agricultural products, covers aspects of the nation's economy such as expansion of the transportation system and the entire modernization of Brazil's agriculture.

According to the study, large scale efforts of foreign technicians and engineers, foreign investors and foreign exporters would be required to carry out the program. Listed are 25 major recommendations covering warehousing, price scales, finance and credit, price supports, transportation, terminals, parts, processing plants and refrigeration. Abstractors of the study conclude that it should serve as a fundamental guide to potential investors in Brazil for at least a decade.

Copies of the complete two-volume study are cost priced at $13.50, microfiche at $4.50 and abstracts at 35 cents. Orders for any of these documents should identify whichever type is needed by the title "Marketing Facilities for Grain and Tuberous Crops—Brazil" and the identification numbers "SIC 4221, Code 1/03/02317."

Ordering studies

These orders can be placed in the nearest Commerce Department Field Office or mailed directly to: Department of Commerce Clearinghouse for Federal Scientific and Technical Information, 410.14 Springfield, Va. 22151. Checks should be made payable to "National Bureau of Standards—CFSTI."

The Index to the Catalog of Investment Information and Opportunities might be of particular interest to businessmen contemplating investment, licensing or trade with less developed countries.

Available upon request at no charge, this 40-page booklet and its 15 supplements list the titles of the approximately 1500 studies represented by abstracts in the Catalog, both by country and by individual classification, making it easy to quickly locate areas of interest.

To obtain a copy of the free Index and its supplements, contact the nearest Commerce Department Field Office or **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

TELEVISIONS, RECEIVERS

Firm offers the factory space, management and technical personnel, and capital, and seeks technical assistance, sources of supply, and possibly additional capital for the production of televisions, receivers or components.

Write: Goddard & Co., Ltd., 103 Victory House, P.O. box 3000, Hong Kong. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

SCALES

Licensing or joint venture arrangement sought for increasing production of high precision scales used in research centers and laboratories, for physics and chemistry, for jewelry and gold weighing, and for metrology.

Write: H. L. Becker, 220 Rue Masui, Brussels, Belgium.

EQUIPMENT

Manufacturer of pneumatic and electrical material for mines and quarries as well as automatic installations for various industries wishes to direct its production towards new equipment, and would consider any licensing and/or investment opportunity, from shareholding in its capital to a complete sale of the plant. Mechanical or other apparatus destined to increase the productivity in steel mills and in metal working plants is of particular interest.

Write: Mecanique Automatique Moderne S.A., 19 Rue du Gaz, Kain-Tournai, Belgium. WTD.

European firms want licensing agreements with U.S. producers

Many European manufacturers are now looking for U.S. firms to make their products for the U.S. market under licensing agreements.

Below are descriptions of eight products currently being offered. These include a new construction principle for shelving, furniture, stairways; plastic crates for milk bottles; safety belts for automobiles with built-in shock absorbers; small universal jig boring and milling machine; and automatic log sorting plant.

In addition, there are spin casting and spinning reels; line of sectional furniture for closets, bookcases, room dividers, cabinets, shelves; and a home exerciser combining bicycle riding and rowing.

For additional information on these products and the names and addresses of the foreign firms offering a license for production, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

Furniture shelving

A U.S. licensee is sought for the production and marketing of a U.S. patented new construction principle for shelving, furniture and stairway. The system involves the joining of metal at right angles without holes or slots. This reportedly results in the finished product being aesthetically pleasing and extremely strong. The firm claims that these products can be manufactured with a low capital investment and that the equipment comprises generally of a rolling unit to roll the sections from flat strip, with subsequent shearing and painting equipment. Also required would be press brakes and bending machines for producing the shelves and panels. In addition to a licensing agreement, the British firm would consider cross-licensing arrangement, joint venture, or other suitable arrangement. **File 1343.**

Plastic crates

A Dutch firm seeks a U.S. firm to produce under license its plastic crates for milk bottles. Advantages claimed for these crates, which hold 12 bottles and can be readily stacked, include lighter weight, saving on bottle damages, less accident danger and noise reduction. These advantages are sufficient to have resulted in these plastic crates successfully replacing metal crates in many areas in Europe. **File 1344.**

Automotive safety belts

A manufacturer of belts and straps in France seeks a U.S. licensee to produce and market its automotive safety belts with shock absorbers which have a U.S. patent. The principal advantage reported is that the belts consist of four strips of synthetic material of different tensile strength and length which are sewed together. At time of impact, each strip gives way one at a time thereby absorbing the shock. **File 1345.**

Log sorting plant

A U.S. licensee is sought for the American production of a completely automatic log sorting plant for use on water or land. This system which is patented in the U.S. requires only two operators. The operation consists of grading each log, measuring the top diameter, and selecting the appropriate pocket for ejecting the logs from the conveyor belt. The Finnish manufacturer has built over 40 log sorting plants in Finland, Sweden and South Africa. **File 1346.**

Reels

A Swiss manufacturer offers a license for the U.S. production of its spin casting and spinning reels. Special features reported are semi-closed reel with the advantages of the ordinary spinning reels and of the closed face reels, line pick-up is very close to the spool making cross wise winding of the line possible, twist free casts are guaranteed even when light weights are used, the drag is at the rear of the reel housing facilitating dragging, all parts are precision, and only brass gears are used. **File 1347.**

Sectional furniture

U.S. licensee is sought for the manufacture of a newly-designed line of German sectional furniture. Units can be arranged to form closets, bookcases, room dividers, cabinets and shelves in almost unlimited combinations. The wooden units are covered with plastic and can be delivered to customers in an assembled or unassembled form and can be arranged by the customer according to his needs. This versatile furniture can be utilized in offices, homes and apartments. **File 1348.**

Machine tools

An English manufacturer of machine tools is interested in having its small universal jig boring and milling machine manufactured under license in the U.S. The company claims that 14 years spent in producing, modifying, and improving the machine have brought it to a near perfect unit. It sells in the United Kingdom for about $1155 and, with a full set of accessories the price is $1700. The manufacturer reports its machine has been specifically designed to meet the demand for an inexpensive, but precision machine, for the accurate positioning of holes and for all types of light work. It incorporates the features of a jig boring and vertical milling machine with the advantages contributed by a swivelling head, compound slides and scales, and rotary table. This is claimed to permit many commonly encountered combinations of straight, angular, and radial operations to be simply performed with little or no preparation or ancillary equipment. **File 1321-R.**

Home exercise unit

The opportunity to manufacture under license a home exercising unit which combines in a reportedly unique manner bicycle riding with rowing is reported from Germany. It can be collapsed for easy storage in a minimum space. The exerciser, which has many different position adjustments can be used by the entire family from about eight years old. A U.S. patent has been granted. **File 1349.**

FOODSTUFFS

An old established company, presently producing beef bouillon, is interested in being contacted by U.S. manufacturers of foodstuffs with a view to establishing licenses to manufacture their products in South Africa.

Write: Price & Sons, (Pty), Ltd., Flamingo Crescent & Kanarieweg, P.O. box 16, Lansdowne, Capetown, South Africa. WTD.

MEDICAL INSTRUMENTS

A manufacturer of medical instruments and supplies of hard rubber and metal wishes to become the licensee of a U.S. firm for the manufacture in Germany of new medical instruments and supplies.

Write: Weidemeyer & Co., 35 Kassel, 30-32 Koenigstor, Germany. WTD.

Prequalifications bids invited by Australia for Jounama Dam works

The Snowy Mountains Hydro-Electric Authority (SMA) is inviting bids for Contract No. 20,112 (the Jounama Dam and appurtenant works).

Work involved in this project will include:

Excavation for and construction of a 140 ft. high rockfill dam, with a crest length of approximately 1,500 ft., containing approximately 800,000 cu. yds. of material, including 200,000 cu. yds. of impervious fill in a central earth core;

Excavation for and construction of a 145 ft. wide spillway in mass and reinforced concrete on the right abutment, but including the supply and installation of spillway gates;

Construction of outlet works in the left wall of the spillway and the installation of control gates;

Construction of a single lane road bridge with a span of approximately 150 ft. over the spillway.

Firms should register their interest in bidding before Nov. 1, outlining their financial and technical resources and listing projects similar to those above that they have executed. Applications should be sent to the Business Manager, Snowy Mountain Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W.

A registration fee of $650 is required with applications, which SMA will refund upon receipt of a bona fide tender and to firms that are not invited to tender. From the list of registered firms, SMA plans to invite firms to tender about the latter part of November. Bids will probably close early in February 1966. Completion of the project is expected by November 1968.

Ecuador to develop local fishing industry, seeks quotations on equipment

Ecuador's National Economic Planning & Coordination Board, Avenida 10 de Agosto 608, Quito, is interested in developing a local fishing industry and is seeking quotations, specifications and information on these items and equipment:

Purse-seiner type tuna fishing boats with 20 to 30 tons per day of freezing capacity and 200 to 250 tons of tuna storage capacity.

Purse-seiner type tuna fishing boats with 50 to 60 tons per day of freezing capacity and 500 to 600 tons of tuna storage capacity.

Fishing boats, for longline (deep) fishing for whitefish, with a capacity for 20 to 30 tons of fish.

Complete land-based tuna blast freezing plant with 70 tons per day of freezing capacity and refrigerated storage capacity from 1,000 to 2,000 tons, complete with supplemental brine tank, compressors, tunnels, special doors, and maintainance shops.

Complete land-based whitefish freezing plant with 10 tons of freezing capacity (to minus 20°C.) and 100 tons of refrigerated (to minus 18°C.) storage capacity.

Complete machinery and equipment for a tuna canning plant with a capacity to handle 30 tons of fish each eight hour shift, utilizing 4 lb., 1 lb., and 1½ lb. cans. This plant will not require its own can-making machinery because cans will be acquired locally.

Machinery and equipment for a 10-ton per day fishmeal plant to utilize waste products from the canning and freezing operations as well as anchovies and other fish taken for the production of fishmeal alone.

A sketch of the proposed plant is available on a short term loan basis to firms domiciled in the U.S. from the GEIC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Many opportunities offered road builders in Costa Rica

The Costa Rican Government is inviting bids on the construction of approximately 6 miles of road between San Pablo and Canjel.

This is another in a continuing number of such projects and any firm that bids successfully on one of these projects would probably have little difficulty in acquiring new construction jobs as they develop and are open for bids.

The tender No. is 9947. Bid deadline is 9 a.m. Nov. 4. Proposals are preferred in Spanish.

Write: Roberto Lizano T., Proveedor Nacional, Ministerio de Economia y Hacienda, San Jose.

Bids invited on scales, sprayers and compressors

East Pakistan is offering a tender for 8 two stage automatic compressors; 7 platform scales, 1000 pounds; 32 moulder's hand sprayers; 40 one-pint copper mouth sprayers.

The tender No. is S-10/70 (65-66). Bid deadline is Nov. 29. Bids should be submitted to the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, East Pakistan.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Desalting plant for Spain open to construction bids

The Direccion General de Obras Hidraulicas, Ministerio de Obras Publicas, Madrid, is requesting bids for the construction and installation of a sea water desalting plant at Las Palmas de Gran Camaria (Canary Islands) in accordance with specifications, terms and conditions which are available only from the Ministerio de Obras Publicas, Madrid.

A provisional bond of $66.667 must be deposited by firms submitting bids. Tenders must be personally submitted to the Ministry of Public Works, Madrid, not later than Dec. 15. Correspondence is preferred in Spanish.

Angola plans $3.5 million expansion project for its capital's water supply

The City of Luanda has made a prior announcement to bidders of its intention to expand its water purification and supply system.

Component parts of the projected tender are:

Reinforced concrete or steel pipe (75 meters of 1,200 mm diameter; 19 kilometers of 1,200 mm, subject to varying pressures); 2.8 kilometers of 800 mm diameter; 4.3 kilometers of 600 mm diameter;

Electrical and mechanical equipment (pumps, transformer stations, electronic controls, iron grill work, valves, tubes, floodgates, etc.);

Water purification station, capacity 60,000 cu. meters per day.

The city government will accept bids for the entire project (approximately $3.5 million) or for each of the three parts.

The above project is still under study and the exact specifications will be set after consultation with prospective bidders.

Write: Camara Municipal de Luanda, Servicos Municipalizados de Agua e Electricidade (SMAE), Caixa Postal 43, Luanda, Angola. Correspondence is preferred in Portuguese.

A copy of the "Prior Announcement to Bidders" in Portuguese, which provides basic guidelines for the project, is available for review by firms located in the United States at the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Turkey issues NATO tender for telecommunication needs

The General Directorate of Post, Telegraph & Telephone, NATO Department, Ministry of Communications, Ankara, has issued a call for prequalification for a NATO tender for telecommunication equipment.

U.S. firms, certified eligible for NATO bidding, should submit their request to participate to the General Directorate by Nov. 20.

Listed for procurement are: 12 telephone subsets, central battery automatic; 68 explosion proof, 6 watertight and 102 normal local batteries; 20 teleprinters (teletype machines); switchboards specified are 8 1 x 20 lines; 3 3 x 10 lines; 2 1 x 20 lines; 2 1 x 50 lines and 27 plug switchboards (5 lines). All the telephone subsets shall be desk types and the teleprinters are to operate from 220 v., 50 c/s mains.

Bidders must include in their letter the name of their representative in Turkey and attach descriptions and photographs of the teleprinters, switchboards and telephone subsets they will propose in their tender.

A copy of the General Directorate's announcement is available from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Kuwait offers U.S. firms construction opportunities

Must have Kuwaiti partners

Several projects in Kuwait will bring trade opportunities to U.S. construction companies who have partnerships established with Kuwaiti firms. Interested firms must submit their bids on these projects through local contractors who are registered in various categories.

U.S. firms may secure a copy of the Kuwaiti contractors who are listed in categories I through IV from the Commerce Department's Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C., telephone: 202-967-3601.

Low income housing projects

Kuwait's Ministry of Public Works has issued tenders for 17 projects listed under their $11 million low income housing plan. The awarding of contracts for these projects will be made only to those contractors who are registered on their list with the Kuwait Central Tenders Board under categories II and III. Bids will be closed, it is expected, in two to three weeks after the tenders are issued.

Hospital annex, two schools

Kuwait's Central Tenders Board is inviting bids on three projects under tender No. 5. Bids on all projects must be submitted through local contractors registered in the categories as listed:

Finishing works on the TB Hospital Annex at Suleibekhat, bid deadline Nov. 21. Documents available for $96 (KD 35). Bids should be submitted through local contractors registered in categories II, III, or IV.

Construction and completion of a girls secondary school at Hawalli. Closing bid date is Nov. 10. Documents available for $280 (KD 100). Bids should be submitted through local contractors registered in categories I or II.

Construction and completion of a boys primary school in West Adiliyya. Bid deadline is Nov. 10. Document available for $224 (KD 80). Bids should be submitted through local contractors registered in categories II or III.

Boys school planned

Kuwait's Central Tenders Board is also inviting interested contractors to submit bids through local contractors registered in categories II or III for the construction and completion of a boys secondary school (first stage). (INTERNATIONAL COMMERCE, Oct. 18, p. 43).

It is estimated the school will cost $1 million.

Bid deadline is Nov. 17. Bids must be accompanied with a bank guarantee of $70,000 (KD 25,000). The tender No. is MK/T-19/64.

Documents are available for $280 from the Central Tenders Board, State of Kuwait.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sagn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 905 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Elicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9038 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 343 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2301, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Libya to build sewerage network, invites bids

Libya has issued tender No. 690 for the construction of a sewerage network and relevant works in Derna, Cyrenaica.

Bid deadline is Dec. 13.

Specifications and conditions are available for approximately $140 (not refundable) from the Ministry of Public Works in Tripoli or Benghazi or from the office of the Consulting Engineers, Howard Humphries & Sons, Francis Avenue, Westminister, London.

Tenders will be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Tripoli, which requires that bidders submit a U.S. $28,000 guarantee receipt or a letter of guarantee issued by a Libyan bank.

Bidders are also required to list their professional licenses, place of issue, expiration date and type of work covered by license.

Water purification equipment bids sought by Honduras

The Instituto de la Vivienda, 6a Calle No. 1551, Tegucigalpa, has issued tender No. 28-INVA for bids on equipment for a water treatment plant for the town of El Pedregal de San Jose, about 5 kilometers from the Capital. The required capacity of the treatment plant will be 180,000 gallons per day.

Bid deadline is Nov. 22.

Bid documents (in Spanish) may be obtained from the Instituto at $2.50 a set.

One set of the documents, including general conditions and specifications, is available for review by firms located in the U.S. at the office of the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Denmark to extend post office building with prefabricated units; will invite public bids

The General Directorate for the Post & Telegraph of Denmark will invite public bids on the construction of an expansion to the Central Post Office Building in Copenhagen. A feature of the project will be a heliport for direct mail service by helicopter with the Copenhagen Airport at Kastrup. The project will be carried out in cooperation with the Danish State Railways in connection with an expansion of the main Copenhagen Freight yard.

Total building costs are estimated at $9 to $10 million. Prefabricated units will be used extensively in the project.

A public tender will be offered for the first phase of the project involving construction work only.

Write: Mr. L. Sander Hansen, Chief Architect, Generaldirektoratet for Post- og Telegrafvaesenet, 37 Bernstorffsgade, Copenhagen V.

E. Pakistani tenders call for metalworking equipment

The Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, East Pakistan, is inviting bids for foundry equipment, machine shop equipment and welding equipment.

Four separate tenders have been issued:

Tender No. S-12/69/65-66 for foundry equipment, bid deadline Nov. 16;

Tender No. S-12/67/65-66 for welding equipment, bid deadline Nov. 29;

Tender No. S-10/68/65-66 for welding equipment, bid deadline Nov. 25;

Tender No. S-12/54/65-66 for machine shop equipment, bid deadline Nov. 22.

Tender documents are available for review only in the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, D.C. Telephone: 202-WO 7-5652.

Prefabricated concrete school buildings planned by Greece

The School Buildings Organization, 14 Feidiou St., Athens, Greece, is interested in obtaining proposals for the supply and installation of prefabricated concrete school buildings valued at about $100 million.

The supplier should be willing to finance the project and accept repayment in installments of 10 to 15 years under a Greek Government guarantee.

Interested firms should contact the Greek Embassy, 2221 Massachusetts Ave. NW., Washington, D.C. Telephone: 202-NO 7-3168.

Potential bidders sought by Thailand for electrical items

The Provincial Electricity Authority of the Thai Government is requesting directories or catalogs listing U.S. manufacturers of electrical equipment for its use in contacting potential bidders on Provincial Electricity Authority tenders.

U.S. firms interested in being placed on the Authority's bidders list should write directly to The Provincial Electricity Authority, Rama VI Rd., Samsen, Bangkok, Thailand.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

201 Meat products

ITALY—Frozen meat, all kinds. Egidio Galbani, Via Fabio Filzi 25, Milano. WTD 11/23/64.

202 Dairy products

ITALY—Powdered milk, butter, cheese. Egidio Galbani (manufacturer, distributor), Via Fabio Filzi 25, Milano. WTD 11/23/64.

203 Canning, preserving foods

FINLAND—Canned fruit juices, pineapple, other; fruit preserves; dried fruits or related food products. Requests full details, prices, terms. Direct purchase or agency. T:mi H. Rehell (importer, wholesaler, agent), Mannerheimintie 42, Helsinki. WTD 9/27/65.

FRANCE—Frozen salmon, other sea foods. Direct purchase and agency. Societe La Maree et la Criee aux Poissons (exporter, retailer), 6 Rue des Ecoles, Versailles (S. & O.). WTD 9/29/65.

MOZAMBIQUE—Dehydrated vegetables—potatoes, onions, carrots, cabbages—in tin containers of 5 kilograms and over. J. M. Santos Junior & Cia. (Moc.), Lda. (importer, wholesaler), Post Box No. 177, Lourenco Marques. WTD 9/29/65.

SAUDI ARABIA—All kinds of canned foods, juices, fruits, vegetables. Muhammad Ahmad Sa'idi & Sons (importer, wholesaler, retailer), P.O. Box 1581, Jidda. WTD 10/3/65.

204 Grain mill products

ITALY—Corn, (yellow) soy bean flour. F.lli Moretti fu Aristide (manufacturer), Via Rampinelli, Bergamo. WTD 7/27/65.

SAUDI ARABIA—Rice, long grain; best quality white flour; hard wheat. Muhammad Ahmad Sa'idi & Sons (importer, wholesaler, retailer), P.O. Box 1581, Jidda. WTD 10/3/65.

206 Sugar

SAUDI ARABIA—Refined sugar, packed in double bags of 50 or 100 kilograms. Muhammad Ahmad Sa'idi & Sons (importer, wholesaler, retailer), P.O. Box 1581, Jidda. WTD 10/3/65.

207 Confectionery

FINLAND—Confectionery, chewing gum, related food products. Requests full details, prices, terms. Direct purchase or agency. T:mi H. Rehell (importer, wholesaler, agent), Mannerheimintie 42, Helsinki. WTD 9/27/65.

209 Food preparations

FINLAND—Coffee, all types; specialty foods, canned, packaged, preserved, including vegetables, fruits, sea foods, meat products. Requests full details, prices, terms. Direct purchase or agency. T:mi H. Rehell (importer, wholesaler, agent), Mannerheimintie 42, Helsinki. WTD 9/27/65.

213 Tobacco

SPAIN—Tobacco leaves for cigarettes manufacturing. Compania Canariense Marroqui de Tabacos S.A. (importer, wholesaler, manufacturer), Calvo Sotelo 20, Ceuta. WTD 9/20/65.

THAILAND—Virginia tobacco leaf. Firm wants price cif Bangkok. First or second grade. For supply to Thailand Tobacco Monopoly, Bangkok. The Bangkok Timber Exporters Co. Ltd. (importer, exporter), 132 Srivieng Rd., Bangkok. WTD 9/15/65.

222 Broad woven fabrics, manmade fiber, silk

THAILAND—Ribbon acetate satin, in rolls; assorted colors; width 45"; grades: A, B, C; 25,000 yd. per order. Requests samples; quotations cif Bangkok. Direct purchase and agency. Sahaphatana Co. (importer, wholesaler), 177-179 Chula Soi 5, Samyarn Market, Wangmai, Pratumwan, Bangkok. WTD in preparation.

228 Yarn, thread mills

HONG KONG—Yarns, synthetic, for sweaters. The DEF Co. (H.K.) (importer, exporter, wholesaler, agent), Seventh Floor, Flat B, 93-95 Wong Nei Chong Rd., Hong Kong. Cable: ACEDEF. WTD 6/30/64.

230 Apparel

LIBYA—General line of high and medium quality ready-made clothing for boys and girls. Requests cif quotations. Mabruk Tagiuri (importer, retailer), 1/3 Maidan El Shuhada, Tripoli. WTD 3/21/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Pleasure boat clothing for men, youths, boys. Direct purchase and agency. Ets. J. Treves (importer, dealer), 80 Rue Montmartre, Paris 2e. WTD 6/24/65.

239 Fabricated textile products

GERMANY—Tablecloths, decorated, lace, linen; very fine and exclusive types. Karl Georg Hausch (manufacturer, importer, distributor), 7 Stuttgart-O., Richard Wagner-Strasse 57-59. WTD 10/4/65.

242 Sawmills, planing mills

AUSTRALIA—American ash timber, finished and sawn. L. E. Bowman & Co. Pty. Ltd. (timber merchant, sawmiller, exporter), Commercial Rd., Rozelle, N.S.W. WTD 2/9/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

AUSTRALIA—American ash veneer. L. E. Bowman & Co. Pty. Ltd. (timber merchant, sawmiller, exporter), Commercial Rd., Rozelle, N.S.W. WTD 2/9/65.

249 Wood products

GREECE—Treated wooden poles and cross ties. Direct purchase and agency. P. A. Georgiadis & Co. (sales agent), Halcocondili St., Athens 102. WTD 9/30/65.

264 Converted paper, paperboard products

BELGIUM—Stationery: envelopes; paper; cards, fancy and other; for home and office use. Direct purchase and/or agency for Belgium. Etablissements Hector Lambrechts Fils (importer, wholesaler), 13 Rue Ferrer, Jemappes. WTD in preparation.

ITALY—Special wallpaper; plasticized paper. Direct purchase and agency. Colori-Parati Bijno (importer, manufacturer), Corso Vittorio Emanuele 24, Torino. WTD 10/6/65.

THAILAND—Toilet paper in rolls, assorted colors. Paper napkins in cartons, assorted colors. Requests samples, cif quotations. Direct purchase and agency. Commission 3% Bangkok. Quantities will be stated upon receipt of inquiry. Harris International (importer, exporter, commission agent), 94/1 Trok Budda Osoth, Opp. G.P.O., Bangkok. WTD 1/29/65.

272 Periodicals

GERMANY—Periodicals, all kinds. Direct purchase and agency for Federal Republic of Germany, Austria, Switzerland. Prices FOB New York. Internationale Presse Import & Export GmbH (importer, wholesaler, retailer, sales agent), 52 Uhlandstrasse, 6 Frankfurt am Main. WTD 10/6/65.

273 Books

GERMANY—Books, all kinds. Direct purchase and agency for Federal Republic of Germany, Austria, Switzerland. Prices fob New York. Internationale Presse Import & Export GmbH (importer, wholesaler, retailer, sales agent), 52 Uhlandstrasse, 6 Frankfurt am Main. WTD 10/6/65.

280 Chemicals, allied products

★★ TAIWAN—Trade Mission

Wood preservatives, Maison Albert David (manufacturer, importer, exporter), 198 Nanking West Rd., Taipei. WTD 9/22/65. TM 20D.

281 Industrial chemicals

FRANCE—Organic color pigments; inorganic paint pigments; synthetic organic chemicals; mineral colors and pigments; rubber processing chemicals. Direct purchase and agency. Applications Minerales et Chimiques, A.M.C. SARL (importer, dealer), 9 & 11 Ave. Franklin D. Roosevelt, Paris 8e. WTD 6/4/65.

GERMANY—Chemical preparations for use in rubber, plastics, paper industries. Direct purchase or sales agency for Germany or the EEC; fob Rotterdam. Hans W. Barbe Chemische Erzeugnisse (manufacturer, importer, exporter, wholesaler), Wiesbaden-Schierstein, Alte Schmelze 2. WTD 10/5/65.

KENYA—Caustic soda solid 98/100% for manufacturing soap; caustic soda flakes 98/100. Kotak Stores (importer, wholesaler), P.O. Box 817, Mombassa. WTD 9/16/65.

282 Synthetic materials

FRANCE—Synthetic resins for manufacture of glue. Direct purchase and agency. Applications Minerales et Chimiques, A.M.C. SARL (importer, dealer), 9 & 11 Ave. Franklin D. Roosevelt, Paris 8e. WTD 6/4/65.

GREECE—Polyethylene. Manufacturer-wholesaler requests replies with cif-Piraeus price quotations. Christos Papadopoulos—"Nylon-Rex", 6 Zinonos St., Athens. WTD 8/13/65.

★★ TAIWAN—Trade Mission

Synthetic resins, especially polyethylene. Maison Albert David (manufacturer, importer, exporter), 198 Nanking West Rd., Taipei. WTD 9/22/65. TM 20C.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

● **BURMA**—Napthalene balls, approx. ¾", 300,000 lb., tender 6/P-7/65-66, bid deadline Nov. 30. Divisional Manager, Household Goods Division, People's Stores Corp., 34 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3910).

FRANCE—Cosmetics; toilet preparations. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 20-24 Rue Dautancourt, Paris 17e. WTD 9/24/65.

● **UNITED NATIONS**—DDT, 25% E.C., 1,550 imp. gals.; rat poison, 14 lb.; lime chloride, 1,760 imp. gal.; cresol, 330 imp. gal.; chloroben, 305 imp. gal.; gammexane liquid, 740 imp. gal.; foot powder, 124 lb.; DDT powder, 144 lb.; for delivery c&f Port Said, U.A.R. Invitation S-21443, deadline Nov. 1.★ (Telephone: 202-754-1234. X-3615, Mr. A. W. Cooper, Rm., 2166 H, United Nations, New York).

285 Paints, varnishes, lacquers, enamels

ITALY—Special paints and varnishes for building industry. Direct purchase and agency. Colori-Parati Bijno (importer, manufacturer), Corso Vittorio Emanuele 24, Torino. WTD 10/6/65.

286 Gum, wood chemicals

FRANCE—Wood chemicals. Direct purchase and agency. Applications Minerales et Chimiques, A.M.C. SARL (importer, dealer), 9 & 11 Ave. Franklin D. Roosevelt, Paris 8e. WTD 6/4/65.

287 Agricultural chemicals

★★ TAIWAN—Trade Mission

Agricultural insecticides. Maison Albert David (manufacturer, importer, exporter), 198 Nanking West Rd., Taipei. WTD 9/22/65. TM 20B.

Agricultural chemicals: insecticides. fungicides, rat killers. Direct purchase and agency. Large Ocean Co. (importer), 108 Section 2, Chungking North Rd., Taipei. WTD 9/21/65. TM 135.

289 Chemical products

FRANCE—Chemicals for manufacture of lithographic, writing and stamp pad inks. Direct purchase and agency. Applications Minerales et Chimiques, A.M.C. SARL (importer, dealer), 9 & 11 Ave. Franklin D. Roosevelt, Paris 8e. WTD 6/4/65.

KENYA—Tallow fatty acids. Agency and/or direct purchase. Kotak Stores (importer, wholesaler), P.O. Box 817, Mombasa. WTD 9/16/65.

SWEDEN—Creped-paper polyester film laminate for insulation in small motors between phases in coil ends. Direct purchase and agency. AB Trimmer (importer, exporter. wholesaler, sales agent), Odengatan 40, Stockholm. WTD 2/3/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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291 Petroleum refining

● **SUDAN**—100 m.t. of lubricating oil for Gardner diesel engines, in accordance with Specification No. 2-104 B—Supplement 1. Contract No. 3350, bid deadline 12 noon Nov. 2. Prices should be quoted per m.t. on both fob and cif Port Sudan bases and tenders must be valid for two months from closing date. Tenders must be submitted in duplicate accompanied by not less than a 2% deposit and a 2 lb. sample of the oil offered, in sealed and stamped envelopes by tenderer's own stamp impressed on the Red Wax marked "Tender for the supply of Lubricating Oil for Gardner Diesel Engines." No consideration will be given to tenders received after date and time fixed or not accompanied by a deposit, or if received unsealed and unstamped. Sudan Railways (Ref. No. CS/3350/162), Office of Controller of Stores, Atbara.

306 Fabricated rubber products

● **INDIA**—Ebonite sheets, 10,250 kg., ⅜ and ½" thickness. Tender No. D/ENQ/1876, bid deadline Nov. 23. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-3381).

● **TURKEY**—Firefighting hose, 300 meters, 15 meter lengths. Tender No. 965/3067, bid deadline Nov. 4. Malzeme Murdurlugu, Denizcilik Bankasi T. A. O., Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-3381).

307 Plastic products

FINLAND—Plastic gift or household articles, related items for sale by department stores, gift shops. Requests full details, price lists. T:mi A. E. Granlund (importer, wholesaler, manufacturer), Tukholmankatu 13 C, Helsinki. WTD 9/27/65.

GREECE—White vinyl plastic traffic markings. Direct purchase and agency. Pegasus Ltd. (importer, wholesaler, sales agent), 106 Aristotelous St., Athens 104. WTD 7/30/65.

311 Leather tanning, finishing

HONG KONG—Leather, chrome, unfinished split. in blue condition, for work gloves. The DEF Co. (H.K.) (importer, exporter. wholesaler, agent), Seventh Floor, Flat B, 93-95 Wong Nei Chong Rd., Hong Kong. Cable: ACEDEF. WTD 6/30/64.

322 Glass, glassware

FRANCE—Glass tableware; lighting glassware. Direct purchase and agency. Requests replies in French. E. Gitton (importer, wholesaler), 44 Quai de Jemmapes, Paris 10e. WTD 9/24/65.

326 Pottery, related products

FRANCE—China tableware; earthenware table and kitchen articles. Direct purchase and agency. Requests replies in French. E. Gitton (importer, wholesaler), 44 Quai de Jemmapes, Paris 10e. WTD 9/24/65.

329 Abrasive, asbestos, nonmetallic mineral products

SAUDI ARABIA—Asbestos-cement pipes, 12"-24", suitable for construction of water and sewerage networks. Quotations cif Jidda and Dammam prices requested. The Saudi Modern Import Co. (importer, wholesaler, retailer), P.O. Box 827, Jidda. WTD 10/5/65.

331 Steel mill products

● **BURMA**—Wire nails, bright, round flat checkered head, diamond points: 200 long tons, ½" x 17 SWG; 200 l.t. ¾" x 17 SWG; 750 l.t. 1" x 15 SWG; 750 l.t. 1¼" x 14 SWG; 200 l.t. 1½" x 13 SWG; 300 l.t. 3" x 8 SWG and 100 l.t. 3½" x 7 SWG. Tender No. CS/15/3/65-66 (TRADE), bid deadline Nov. 9. Construction Stores No. (1) Division, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Nails, spike and horse shoe: Spike nails, 75 long tons each, 3", 4", 5" and 6"; horse shoe nails, 300 l.t. Tender No. CS/15/4/65-66 (TRADE), bid deadline Nov. 9. Construction Stores No. (1) Division, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—High speed tool steel, various sizes, with 18% to 22% tungsten. Tender No. 505/74/109/18.8.65, bid deadline Nov. 11. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Reference No. D/ENQ/1877), Washington, D.C. 20008. Copy of documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **IRAQ**—Tinplate for one imperial gallon cans: 78.000 pcs. plain, 24" x 32" x 30 B.G. and 88,000 pcs. lithographed, 22⅝" x 28" x 30 B.G. Tender No. 26/65, bid deadline Nov. 6. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363).

KUWAIT—Company wishes quotations from U.S. producers of steel pipe plus coating, wrapping material for water, gas and oil lines. Interested in agency representation. Urgently desires quotation on 2600 meters 32" water pipe. Atlas Commercial (Kuwait) Ltd. (importer), P.O. Box 304, Kuwait. WTD 1/7/65.

THAILAND—Electrolytic tin plate, in accordance with JIS G3303, SPTE-C Temper 3 per AISI, prime quality, coating 0.75 lb. per base box; 25 tons per month. Requests samples; quotations cif Bangkok. Direct purchase and agency. Boonyaratana Co. Ltd. (importer, wholesaler), 103 Traimitr Rd., Bangkok. WTD 3/16/64.

● **TURKEY**—Wire rope: 30.570 kgs., size range, 1½" to 4" circumference. Tender No. 965/3064, bid deadline Nov. 1. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Instanbul (Materials Purchasing Dept. —Turkish Maritime Bank).★ (Telephone: 202-WO 7-2363).

333 Primary smelting, refining of nonferrous metals

● **INDIA**—5,592 kgs. zinc ingot, grade Zn-98.50 to I.S. 209/1956. Tender No. P/SR-5/505/25/060, bid deadline 10 a.m. Nov. 18. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon advance payment of $0.50 from India Supply Mission (Ref. No. D/ENQ/1875), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

● **INDIA**—28,000 kgs. solder wire rosin cored 60 grade, 2mm dia. with activated core I.S. Specn. 1921-1961. Tender No. P/SR-5/202/25/130, bid deadline 1 p.m. Dec. 2. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon advance payment of $2.10 from India Supply Mission (Ref. No. D/ENQ/1879), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

342 Cutlery, hand tools, general hardware

● **BURMA**—Various types and quantities of tools, including spanner sets, wrenches, screw drivers, hammers, hydraulic jacks, vulcanizing machine (750 watt capacity), files, heavy duty battery chargers. Tender No. 12/1-1-09(65-66)T(15), bid deadline Nov. 15. Division Manager, Motor Vehicle & Other Transport Equipment Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Builders' and furniture hardware. Direct purchase and agency. Union Metallurgique de la Haute Seine (wholesaler, retailer), 30 Rue Saint-Aspais, Melun (S. & M.). WTD 8/18/64.

Hand tools except power tools; soldering irons and coppers. Direct purchase and agency. L. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris 10. WTD 7/28/65.

343 Heating apparatus, plumbing fixtures

ITALY—Heating apparatus, newly designed types. Direct purchase and agency. Antonio Cordero (installer), Via Po 55, Torino. WTD 10/6/65.

344 Fabricated structural metal products

● **BURMA**—Supply of distribution materials for 132 KV Transmission Lines. Tender No. 53/E.S.B. (E&M) 1126/64-65, deadline Nov. 22. Materials to be supplied include transmission line towers, earth wires and accessories, insulators and fittings, conductor and accessories and extra specified materials. Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-967-3601).

● **COLOMBIA**—Deadline extended from Oct. 14 to Nov. 16 for six steel towers, design, construction and supply. Towers for Tibu-Ocana transmission line at 115 KV. (INTERNATIONAL COMMERCE, Oct. 4, p. 28).

★★ **PERU**—Trade Mission Silos. Cia. Importadora Exportadora Nacional, S.A. (C.I.E.N. S.A.) (importer, wholesaler), Cuzco 290 (P.O. Box 564), Lima. WTD 11/9/64. TM 12.

347 Coating, engraving services

KUWAIT—Company seeks quotations from and possible representation for suppliers of equipment for applying cathodic protection to steel oil pier parts. Urgently needs quotations for contractor for Shuaiba Oil Pier, direct purchase and/or agency. Atlas Commercial (Kuwait) Ltd. (importer), P.O. Box 304, Kuwait. WTD 1/7/65.

352 Farm machinery

FRANCE—Kerosene operating fork-lift tractors, for forestry services. Direct purchase and agency. Applications Minérales et Chimiques, A.M.C. SARL (importer, dealer), 9 & 11 Ave. Franklin D. Roosevelt, Paris 8e. WTD 6/4/65.

★★ **PERU—Trade Mission**

Farm implements for use in production of sugar cane, cotton, rice. La Oruga, S. A. (importer, wholesaler), Av. Mexico 360 (P.O. Box 4725), Lima. WTD 10/12/64. TM 1.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Hoisting equipment; small handling equipment. Direct purchase and agency. L. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris I0. WTD 7/28/65.

● **INDIA**—150 'NX' pilot type plug diamond bits with L hard matrix, 150 'NX' single tube diamond reamer shells, 150 'BX' pilot type plug diamond bits with L hard matrix, 150 'BX' single tube diamond reamer shells balanced ring type. Tender No. BPC/957/PR/D-215/52958/Global, D-214/52956, bid deadline Nov. 30. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, District Hoshiarpur, Punjab. Documents available free of charge from India Supply Mission (Ref. D/ENQ/1873), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **KENYA**—4 mobile mounted cranes, 7-ton lift capacity. Tender circular No. 31. Bid deadline Nov. 8. East African Railways & Harbours Overseas Agents, 4 Millbank, London, S.W.1. Copies of tender circular with specifications to be purchased from Overseas Purchasing Division, P.O. Box 30540, Nairobi.

★★ **PERU—Trade Mission**

Processing equipment for mining industry; commercial construction equipment, such as hoists, small tractors. Martinez y Linares S. A. (manufacturer), Av. Mariscal Benavides, 5016 Bellavista (Aptdo. 267), Lima. WTD 8/3/65. TM 4.

Conveying equipment. Cia. Importadora Exportadora Nacional, S.A. (C.I.E.N.S.A.) (importer, wholesaler), Cuzco 290 (P.O. Box 564), Lima. WTD 11/9/64. TM 13.

354 Metalworking machinery

BRAZIL—Metalworking machinery, specialized types, new designs; specialized machinery for repair of automotive motors and automotive vehicles. Direct purchase or agency. Requests catalogs, quotations Rio de Janeiro. S.A. Armando Busseti Comercial e Importadora (wholesaler, representative), Rua da Constituicao 57, Rio de Janeiro ZC-58, Estado da Guanabara. WTD 5/17/65.

COSTA RICA—Furniture manufacturing plant seeks casting machine for pressure formed, aluminum cast chair legs; molds for forming plywood for chairs, other furniture. Rodrigo de Bedout, Muebles de Metal Alumiplastic S.A., Aptdo. 2902, San Jose. WTD 10/6/65.

DENMARK—Machine tools for metalworking industry; tool attachments for lathes; small

hand tools. C. Borgen Vaerktojsmaskiner (importer), 138 Islevdalvej, Bronshoj. WTD 9/29/65.

● **IRAN**—Wheel and axle lathes suitable for finishing wheels 1100 mm in dia. Tender No. 44/889, bid deadline Nov. 3. Iranian State Railways, Maydane Rah-Ahan, Tehran. Specifications in French and drawings available from Metalworking Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5652.)

TAIWAN—Simple machines for bending metal for production of metal office and restaurant chairs. Miss Juliett Ling, Grace & Juliett Co., Inc. (importer, agent), 44 Nanking East Rd., Section 1, Taipei. WTD 3/19/64.

● Coin inspecting machine consisting of mild steel angle frame with woven belt capable of reversing coins for examination on both sides. Equipment should be complete with starter and motor running at fixed speed and also suitable for examining coins of all sizes; automatic edge lettering machine for producing designs and inscriptions on coins, 20 segment marking blocks. Tender No. GF3F-21899E, bid deadline Nov. 10. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202 WO 7-5652.)

355 Special industry machinery

ENGLAND—Toroidal winding machines. Agency and direct purchase. R. H. Cole Electronics Ltd. (importers, sales agents), 7/15 Lansdowne Rd., Croydon, Surrey. WTD 1/13/65.

Specialized machinery for manufacture of leather belts for men. Bell & Sons (Northern) Ltd. (manufacturers), Link Rd., Huyton, Liverpool. WTD 9/21/65.

● **INDIA**—Printing equipment, including one offset master making machine, capable of being used for preparing paper and metal offset printing masters; one automatic offset duplicating machine. Tender No. 202/45/119/17-8-65, bid deadline Nov. 19. Director, General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available for $1.50 from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, (Ref: D/ENQ/18744).★ (Telephone: 202-WO 7-5589).

ITALY—Tire repairing, retreading and recapping equipment. La Commissionaria Arce di Elio Taselli (distributor), Via Omboni 5, Milan. WTD 4/27/65.

JAPAN—Woodworking spindle machines for making picture frames; requests catalogues, quotations cif Japan. Yoshi Kawazoe, Assistant Export Manager, Nippon Picture Frame Co., Ltd. (manufacturer), 1-chome 2-Banch, Atsuta-ku, Nagoya. WTD 4/20/65.

● **PAKISTAN**—Various types and quantities of equipment for woodworking and pattern making shop including burnishers, carving sets, doweling jigs, jointers, band saws, welders, lathes. Tender No. S-12/56/65-66, bid deadline Dec. 4. Tenders available for $2 from Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-5589).

★★ **PERU—Trade Mission**

Processing equipment for fishing industry. Martinez y Linares S. A. (manufacturer), Av. Mariscal Benavides, 5016 Bellavista (Aptdo. 267), Lima. WTD 8/3/65. TM 8.

Canning machinery for fruit juices and nectars: capacity about 3 tons per hour of mangoes and pineapple; one ton per hour capacity for peas or beans; 3 tons per hour capacity for raw tomatoes for juice, paste and catsup. P. & A. D'onofrio, S. A. (manufacturer, wholesaler, retailer), Ave. Venezuela 2580 (P.O. Box 1851), Lima. WTD 2/2/65. TM 32.

Sawmill machinery. Cia. Importadora Exportadora Nacional, S.A. (C.I.E.N.S.A.) (importer, wholesaler), Cuzco 290 (PO. Box 564), Lima. WTD 11/9/64. TM 14.

Machinery to manufacture mango and other tropical juices and fruit nectars from concentrated pulp, at rate of 900 gallons per hour. CREIDI—Corporación Reconstruccion y Desarrollo de Ica (manufacturer), Ica. WTD in preparation. TM 3.

Machinery to clean, grade and package dry beans in 1 kilo cellophane bags, at rate of 8 tons per day. CREIDI—Corporación Reconstruccion y Desarrollo de Ica (manufacturer), Ica. WTD in preparation. TM 2.

TRINIDAD, W.I.—Machinery for printing on plastic; plastic fabricating machinery, equipment. Derrick Enterprises (importers, manufacturers), 38 Ana St., Woodbrook, Port-of-Spain. WTD 9/27/65.

356 General industrial machinery

THAILAND—Electric exhaust fans, automatic shutter, suitable for dark room use, sizes 6-20", plastic blades, condenser motor, 220 v. Requests quotations cif Bangkok or c/f Bangkok for 20 units of each model. Direct purchase and agency. Thai Electric Engineering Co. (importer, wholesaler, retailer), 708 Mahachai Rd., Bangkok. WTD 4/24/64.

357 Office, computing, accounting machines

● **GREECE**—Supply of office machines, for operation on a.c. 200 v., 50 cycles: Typewriters, Greek and Latin keyboards, 142; add-listing machines, 110; calculating machines, 42; accounting machines, 30; cash registers, 8. Tender No. Y. G. 1467/5242, bid deadline Nov. 15. Estimated value, $68,950. Reissue of bid invitation originally published in INTERNATIONAL COMMERCE Oct. 4, p. 29. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable: DEH Athens.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

★★ **PERU—Trade Mission**

Industrial refrigeration equipment. Martinez y Linares S. A. (manufacturer), Av. Mariscal Benavides 5016 Bellavista (Aptdo. 267), Lima. WTD 8/3/65. TM 5.

361 Electric transmission, distribution equipment

FRANCE—Electronic measuring equipment and instruments. Direct purchase and agency. Société Diffeurop (importer, wholesaler), 15 Rue de Belzunce, Paris 10. WTD 4/30/65.

362 Electrical industrial apparatus

COSTA RICA—Generator, 4.5 mc, CW/FM. Specifications: ZO, 50 or 75 ohms; Eo, 0.1 v. minimum output, variable down to 500 microvolts, metered output; BW or FM deviation, 0-7.5 kc; mains, 110/117 v., a.c., 60 cycles; provisions for 4.5 mc beat against Xtal calibrator and slight adjustment of center frequency (4.5 mc); specifications must include background noise figures. Cost not more than $700, fob. Ing. Otto Sáenz L., Production Engineer, Productos Electronicos S.A. (TV assembly plant), Aptdo. 2902, San José. WTD 10/1/65.

FRANCE—Electrical welding apparatus and accessories. Union Métallurgique de la Haute Seine (wholesaler, retailer), 30 Rue Saint-Aspais, Melun (S. & M.). WTD 8/18/64.

363 Household appliances

FINLAND—Housewares, kitchen articles, other household items for sale by department stores, gift shops. Requests full details, price lists. T:mi A.E. Granlund (importer, wholesaler, manufacturer), Tukholmankatu 13 C, Helsinki. WTD 9/27/65.

FRANCE—Electrical household appliances: vacuum cleaners, water heaters other. Direct purchase and agency. Union Métallurgique de la Haute Seine (wholesaler, retailer), 30 Rue Saint-Aspais, Melun (S. & M.). WTD 8/18/64.

Electric housewares for heating, cooking, other purposes: fryers, toasters, grills, percolators. Jema, S.A. (importer, wholesaler, manufacturer), 46 Rue de Paradis, Paris 10. WTD 2/26/65.

364 Electric lighting, wiring equipment

FRANCE—Lighting fixtures of all kinds. Direct purchase and agency. Requests replies in French. E. Gitton (importer, wholesaler), 44 Quai de Jemmapes, Paris 10e. WTD 9/24/65.

366 Communication equipment

BELGIUM—Ionic, smoke and gas pre-detection equipment. Direct purchase for Europe. Sicli S.A. (manufacturer, importer, agent), 38 Avenue R. Neybergh, Brussels. WTD 10/4/65.

GREECE—SSB transceivers. Importer-wholesaler-sales agent requests replies with cif Piraeus price quotations. Agency and/or direct purchase. Marios Dalleggio, 2 Alopekis St., Athens (139). WTD 8/30/65.

367 Electronic components, accessories

SWEDEN—Electronic components such as capacitors. Direct purchase and agency. Gunnar Wiklund AB (importer, sales agent), Kungsgatan 38, Stockholm. WTD 1/29/65

373 Ship building, repairing

DENMARK—Deck cranes and other ship equipment; machinery for ship yards. N.C. Hoeck (agent), 457 Vesterport, 2 & 4 Trommesalen, Copenhagen V. WTD 9/29/65.

374 Railroad equipment

● **UAR**—Supply of 100 electric motor street cars with capacity to form 50 two-car trains, each train to carry 120 passengers. Tender No. 1, bid deadline Nov. 29. The Director, Purchase Dept., Alexandria Region General Transport Administration, 21, Midan Saad Zaghloul, Alexandria. Second hand cars of recent design and good condition may be submitted as an alternative. This tender has full backing of the government. Copy of conditions and technical data available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

● **PAKISTAN**—Supply of laboratory equipment for agricultural university including, but not limited to: Incubators, electric ovens, autoclaves, heaters, ovens, centrifuges. Tender No. S-10/602 (64-65), bid deadline Nov. 22. Procurement would be IDA financed. Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, East Pakistan.★ (Telephone: 202-WO 7-2939).

PERU—Lunge Nitrometer, instrument to de-

termine temperature of deflagration, instrument used for thermal tests at 135 degrees (C. Bergman), Abel stability determining instrument, colorimeter, instrument to determine amount of gases exploded; requests replies in Spanish. Quotations to specify form and terms of payment. Jefatura de Material de Guerra del Ejercito (government entity), Circunvalacion 1912, Lima.

VENEZUELA—Equipment and appliances for medical laboratories, for diagnostic purposes (serology, hematology, bacteriology, urinalysis, metabolism, physiological chemistry). Agency or exclusive distribution for Venezuela. Requests replies in Spanish. Equipos Quirurgicos, S.A. (Importer, sales agent), Aptdo. 10688, Caracas. WTD 9/9/65.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Manufacturer of wide range of electrical equipment seeks measurement relaying telemetering standard equipment, industrial power drive and control equipment, transformers, magnetic amplifiers, convertors, etc., test equipment dispensers, etc. Direct purchase and agency. Dynamo & Electrical Services Ltd., Unity Works, Pearson St., Blackburn, Lancashire. WTD 9/23/65.

GERMANY—Radiation protective equipment for isotope therapy in hospitals, including neutron activators, measuring instruments; direct purchase and/or agency. Requests quotations cif European ports. Detinox, Gesellschaft fuer bautechnischen Strahlenschutz mbH. (importer, manufacturer, exporter), 154/156 Alfredstrasse, 43 Essen/R. WTD 9/30/65.

● **INDIA**—Supply of one combination hardness tester, vertical capacity 12″, with motorized drive arrangement. Tender No. AEE/P/CAP/10473, bid deadline Nov. 2. Atomic Energy Establishment Trombay (Purchase Division), 3rd Floor, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

VENEZUELA — Bronchoscopes; esophagoscopes. Sales agency or exclusive distribution for Venezuela. Requests replies in Spanish. Equipos Quirurgicos, S.A. (importer, sales agent), Aptdo. 10688, Caracas. WTD 9/9/65.

386 Photographic equipment

AUSTRIA—Photographic cameras, still picture and motion picture; camera-projector combinations, camera enlargers, film conveyors and projectors for still and motion pictures, micro projectors, slide frames and mounts, screens, related supplies. Direct purchase and agency. Ka Ra Fot, Stefanie Vrba (importer, wholesaler, agent), Benedikt Schellingergasse, Vienna XV. WTD 10/7/65.

● **GREECE**—Supply of 577,400 sheets of X-ray films of various dimensions in cm.; 27,000 sheets of dental films in sizes 3 x 4 cm. and 4 x 5 cm. Tender No. 19/65, bid deadline Nov. 4. Estimated value $141,924. Institute of Social Insurance (IKA), Supply Dept., 8 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

BELGIUM—Toys, mechanical; paper and plastic structural toy sets; stuffed toy animals. Direct purchase and/or agency for Belgium. Etablissements Hector Lambrechts Fils (importer, wholesaler), 13 Rue Ferrer, Jamappes. WTD in preparation.

FINLAND—Toys, all types, including games, models. Requests full details, price lists. T:mi A.E. Granlund (importer, wholesaler, manufacturer), Tukholmankatu 13 C, Helsinki. WTD 9/27/65.

JAPAN—Dolls of folk craft types, to depict American customs, costumes, sports, historical periods and events; inexpensive types. Kataoka Trading Co., Ltd., (importer), International Division, 2-18 Kayaba-cho Nihonbashi, Chuo-ku, Tokyo. WTD 1/17/64.

399 Manufacturing industries

BELGIUM—Gift and novelty items suitable as souvenirs, small presents. Direct purchase and/or import for Belgium. Etablissements Hector Lambrechts Fils (importer, wholesaler), 13 Rue Ferrer, Jemappes. WTD in preparation.

Tobacco pipes, cigarette holders, lighters, pipe cleaners, all kinds of smokers' supplies and novelties. Direct purchase and/or agency for Belgium and Luxembourg. Etablissements Colly's (importer, agent), 24 Rue Bossuron, Herstal, Liège. WTD in preparation.

FINLAND—Gift articles, all types, related items. Requests full details, price lists. T:mi A.E. Granlund (importer, wholesaler, manufacturer), Tukholmankatu 13 C, Helsinki. WTD 9/27/65.

FRANCE—Pleasure boat gadgets and accessories. Direct purchase and agency. Ets J. Trèves (importer, dealer), 80 Rue Montmartre, Paris 2e. WTD 6/24/65.

505 Farm products—raw materials

ITALY—Raw hides and skins (cow and calf). Dr. Mario Castegnaro (manufacturer), Zermeghedo, (Vicenza). WTD 4/8/65.

THAILAND—Raw cotton in bales for manufacture of cotton yarn; counts 10, 20, 40. Quantities will be stated upon receipt of inquiry. Requests c/f quotations. Direct purchase and agency. Commission 3% Bangkok. Harris International (importer, exporter, commission agent), 94/1 Trok Budda Osoth, Opp. G.P.O., Bangkok. WTD 1/29/65.

891 Engineering, architectural services

★★ PERU—Trade Mission

Recently established Engineering Dept. of importing and distributing firm of farm, industrial and construction machinery wishes consulting services of engineering firm offering specialized designs. Cia. Importadora Exportadora Nacional, S.A. (C.I.E.N.S.A.) (importer, wholesaler), Cuzco 290 (P.O. Box 564), Lima. WTD 11/9/64. TM 15.

Ceylon to build fishery harbor, requests bids

The state-owned Ceylon Fisheries Corp. is inviting bids for the construction of a fishery harbor at Tangalla (between Matara and Hambantota). The contract is for the construction of an off-shore rubble-mound 700 ft.-long breakwater with appurtenant works and construction of a rubble-mound 240 ft.-long groyne with appurtenant works. (INTERNATIONAL COMMERCE, Sept. 13, p. 19).

Bid deadline is Nov. 12. Bidders are requested to produce evidence to the Corporation's satisfaction that they are financially sound to undertake the works, possess a qualified staff and a competent organization and have the necessary plant and equipment to undertake and execute the works efficiently, competently and expeditiously.

Write: Chairman, Ceylon Fisheries Corp., P.O. Box 258, Galle Face, Colombo 3.

Libya issues tender for 25 low-cost houses

The Public Works Department in Benghazi has issued tender No. 726 for the construction of 25 three-room low-cost houses at Jokhra.

Terms and specifications are available for $14 from the above department.

Bid deadline is Nov. 1. Bids must be in sealed envelopes marked by tender subject and number should be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Shari Shatt, Tripoli, with a 1% of tender value guarantee in one of the required forms.

Bidders are required to show their trade registration number, the issuing authority and the type of work licensed for. A 5% deposit will be required from the successful bidder upon signing the contract.

Bids will be opened 30 minutes after the prescribed deadline.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

121 Bituminous coal

ITALY—Coking coal. Consumatori Combustibili e Ghise (agent), Via Meravigli 2, Milan. WTD 10/4/63.

201 Meat products

GERMANY—Sausage casings and spices. Interested in agency for Bavaria. Requests replies in German. Kurt Meyer (sales agent), 65 Kreutzerstrasse, Nuernberg. WTD 10/1/65.

204 Grain mill products

UGANDA—Rice. Sole agency for Kenya and Uganda. Mr. N.I.J. Somji, Somji & Co., (commission merchants), P.O. Box 1728, Kampala. WTD 10/4/65.

209 Food preparations

PAKISTAN—Soybean oil, once refined. Requests quotations c&f Karachi. Dastgir Gharib Nawaz & Co., (indent agent), 181 Corner

Chambers, McLeod Rd., Karachi. WTD 9/30/65.

220 Textile mill products

SWEDEN—Textile piece goods in wool, cotton and synthetic materials for manufacturing women's, men's, children's clothing. Agency for all Sweden. Agenturfirman Nyheter i Textil, Siljansvagen 45, Johanneshov. WTD 2/10/65.

273 Books

ITALY—Electronic technical books. M. Marcucci (agent), Via F.lli Bronzetti 37, Milan. WTD 7/21/65.

281 Industrial chemicals

SWEDEN—Interested in new qualities and features of following products: dyestuffs and pigments, organic and inorganic; fillers, extenders, reinforcing materials of different kinds; fortifiers, emulsifiers, thickening agents; chemicals and raw materials for the plastic, rubber, paint and adhesive industries (except polyethylene, PVC and phenol resins). Swedish Esanco AB (importer, sales agent), Artillerigaten 16, Stockholm. WTD 12/16/64.

VENEZUELA—Solvents, polyhydric alcohols, synthetic perfume and flavoring materials, rubber processing chemicals, plasticizers, synthetic tanning agents; esters, amines, etc. of polyhydric alcohols and fatty and other acids. Inorganic pigments. Products of medium and heavy oil. Synthetic food dyes and colors. Sales agency for Venezuela. Representaciones Farmaco-Quimicas, C.A. (FARQUIM) (sales agent), Aptdo. 4543-Este, Caracas. WTD 12/11/64.

283 Drugs

MALAYSIA—Pharmaceuticals, all types, for exclusive distribution. Interested in agency for Hong Kong, Singapore, Malaysia. Frederick Pordes & Co. (Pharmaceutical), Ltd., P.O. Box 596, Hong Kong. WTD 6/22/65.

VENEZUELA—Biological products, medicinal chemicals, botanical products for local preparation of pharmaceutical products. Sales agency for Venezuela. Representaciones Farmaco-Quimicas, C.A. (FARQUIM) (sales agent), Aptdo. 4543-Este, Caracas. WTD 12/11/64.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

VENEZUELA—Supplies for blending, compounding perfumes and cosmetics. Sales agency for Venezuela. Representaciones Farmaco-Quimicas, C.A. (FARQUIM) (sales agent), Aptdo. 4543-Este, Caracas. WTD 12/11/64.

285 Paints, varnishes, lacquers, enamels

ITALY—Special varnishes for electronic industry. M. Marcucci (agent), Via F.lli Bronzetti 37, Milan. WTD 7/12/65.

287 Agricultural chemicals

PAKISTAN—Fertilizers: ammonium sulfate and potassium nitrate. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

322 Glass, glassware

VENEZUELA—Glass containers for pharmaceutical, cosmetic, chemical and food products. Sales agency for Venezuela. Representaciones Farmaco-Quimicas, C.A. (FARQUIM) (sales agent), Aptdo. 4543-Este, Caracas. WTD 12/11/64.

327 Concrete, gypsum, plaster products

GERMANY—Building material for radiation protection, including additives for manufacture of radiation protective concrete up to 5.6 t/m³ in weight; radiation protective walls; radiation protective block elements of all kinds. Direct sale and/or agency. Requests quotations fob Hamburg or Bremen. Detinox, Gesellschaft fuer bautechnischen Strahlenschutz mbH. (importer, manufacturer, exporter), 154/156 Alfredstrasse, 43 Essen/R. WTD 9/30/65.

331 Steel mill products

PAKISTAN—Railway track materials such as rails, fishplates, steel sleepers. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

Galvanized and black seamless mild steel pipes, dias. 3″ to 36″. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

Wire, galvanized, carbon and alloy steel. Requests quotations c&f Karachi. A. Ali Commercial Corp. (indent agent), 27 Forbes Bldg., Dunolly Rd., Karachi. WTD 10/4/65.

332 Iron, steel foundries

PAKISTAN—Cast iron pipes, dias. 3″ to 36″. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Conductor, aluminum, steel reinforced. Requests quotations c&f Karachi. A. Ali Commercial Corp. (indent agent), 27 Forbes Bldg., Dunolly Rd., Karachi. WTD 10/4/65.

342 Cutlery, hand tools, general hardware

GERMANY—Butchers' cutlery, especially newly developed products. Interested in agency for Bavaria. Requests replies in German. Kurt Meyer (sales agent), 65 Kreutzerstrasse, Nuernberg. WTD 10/1/65.

VENEZUELA—Hand tools for metalworking. Sales agency for Venezuela. Pedro E. Marino G. (sales agent), Aptdo. 5515, Chacao, Caracas. WTD 9/17/65.

344 Fabricated structural metal products

ITALY—Prefabricated houses, schools, huts-ments. Ledemac S.p.a. (manufacturer), 728 Strada Statale 31 bis, Trino Vercellese (Vercelli). WTD 10/6/65.

349 Fabricated metal products

PAKISTAN—Valves, sluice, cast iron; sizes 3″ to 48″ dia. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

351 Engines, turbines

KUWAIT—Outboard motors, related marine equipment. Exclusive representation. Khalid Yousuf al Homaizi (importer, wholesaler), P.O. Box 252, Kuwait, State of Kuwait. Cable: MARZOOK. WTD 9/27/65.

PAKISTAN—Diesel engines, 750 r.p.m. Requests quotations c&f Karachi. Trade Linkers (indent agents), 15 Motan Bldg., Bunder Rd., Karachi. WTD 9/13/65.

352 Farm machinery

PAKISTAN—Tractor, 55 hp., 4 cylinder, standard diesel, fixed front and rear axles, 12 v. electric starting system, two 6 v. batteries; wheels, with tires and tubes, front 6.00 x 16″ 6 ply, rear 13.00 x 30″ 6 ply. Toolbar cultivator, tool bar 2¼″ square, 133″ long, pair of rubber gauge wheels with 4 x 6″ tires, 6 long chisel teeth, with heavy duty reversible shovels 1½ x 10 x ½″. Moldboard plows, 4-furrow, with 10″ bottoms and steel shares, gauge wheel, set of 4 rolling coulters. Disk harrow, offset, 6¾ ft. mounted, with 9 x 22″ solid and 9 x 22″ cutout disks and set of disk scrapers. Dastgir Gharib Nawaz & Co. (indent agent), 181 Corner Chambers, McLeod Rd., Karachi. WTD 9/30/65.

353 Construction, mining, materials handling machinery

PAKISTAN—Overhead traveling cranes. Electric hoists. Requests quotations c&f Karachi. Tijarat Agencies (indent agents), 618 Muhammadi House, McLeod Rd., Karachi. WTD in preparation.

Percussion cum rotary type boring rigs to be used for drilling bore holes in sizes 6″ to 24″ up to 1,000 ft. depth. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

Road rollers, 3 wheel. Requests quotations c&f Karachi. Schinleyz (indent agent), 75 Noor Chambers, Robson Rd., Karachi 1. WTD in preparation.

354 Metalworking machinery

PAKISTAN—Welding apparatus. Requests quotations c&f Karachi. Tijarat Agencies (indent agents), 618 Muhammadi House, McLeod Rd., Karachi. WTD in preparation.

VENEZUELA—Rolling mill machinery and equipment, power driven hand tools, welding equipment, wire fabricating machinery and equipment. Machine tools for workshops, metal cutting and metal forming types. Sales agency for Venezuela. Pedro E. Marino G. (sales agent), Aptdo. 5515, Chacao, Caracas. WTD 9/17/65.

355 Special industry machinery

GERMANY—Meat packing and processing machinery and equipment, especially newly developed products. Interested in agency for Bavaria. Requests replies in German. Kurt Meyer (sales agent), 65 Kreutzerstrasse, Nuernberg. WTD 10/1/65.

ITALY—Chemicals, food, paint, pharmaceuticals, and oils and fats manufacturing machinery. CIT-Costruzioni Impianti Termoelettrici (agent), Via Milazzo 2, Milan. WTD 4/22/65.

VENEZUELA—Machinery for preparing, canning, packaging foods. Sales agency for Venezuela. Representaciones Farmaco-Quimicas, C.A. (FARQUIM) (sales agent), Aptdo. 4543-Este, Caracas. WTD 12/11/64.

356 General industrial machinery

ITALY—Pumps for acids, preferably made in glass. Giovannoni, Ranzani & Co. (manufacturer), Via Lazzaretto 15, Milan. WTD 3/22/65.

PAKISTAN—Air compressors, portable and

stationary. Requests quotations c&f Karachi. Tijarat Agencies (indent agents), 618 Muhammadi House, McLeod Rd., Karachi. WTD in preparation.

358 Service industry machines

SOUTH AFRICA—Power sweepers. Experienced manufacturer of brushware wishes to represent a range of power sweepers, motor or battery powered, suitable for factory cleaning and for street sweeping. J. C. Kinghorn (Pty.), Ltd., P.O. Box 1, Jacobs, Durban.

361 Electric transmission, distribution equipment

FRANCE—Electronic measuring equipment and instruments. Ets. Pierre Bertin (manufacturer, sales agent), 8 Rue Croce Spinelli, Paris 14. WTD 9/27/65.

PAKISTAN—Transformers, power, above 600 volts. Requests quotations c&f Karachi. A. Ali Commercial Corp. (indent agent), 27 Forbes Bldg., Dunolly Rd., Karachi. WTD 10/4/65.

362 Electrical industrial apparatus

ITALY—Singlephase and triphase electric motors to be mounted on submersible pumps (50 cycles, from ⅓ hp. to 50 hp.). Acei-Feld (agent), Viale Murillo 48, Milan. WTD 2/13/64.

PAKISTAN—Generators, alternating current, 2000 kw. and over. Requests quotations c&f Karachi. A. Ali Commercial Corp. (indent agent), 27 Forbes Bldg., Dunolly Rd., Karachi. WTD 10/4/65.

366 Communication equipment

ITALY—Radio telephones, parts and components (VHF/FM—150:170 MH2 and 450:465 MH2). Prod.El. S.p.A. (agent), Via Monfalcone 12, Milano. WTD 10/30/64.

PAKISTAN—Railroad signal systems. Requests quotations c&f Karachi. Trade Linkers (indent agents), 15 Motan Bldg., Bunder Rd., Karachi. WTD 9/13/65.

Microwave transmitters, receivers; antennas. Requests quotations c&f Karachi. Trade Linkers (indent agents), 15 Motan Bldg., Bunder Rd., Karachi. WTD 9/13/65.

Telephone cables. Requests quotations c&f Karachi. Trade Linkers (indent agents), 15 Motan Bldg., Bunder Rd., Karachi. WTD 9/13/65.

SPAIN—Object detection apparatus, navigational electronic apparatus and equipment for use in fishing vessels. Electronica Industrial Espanola, S.A. (importer, wholesaler, retailer), Paulino Mendivil 3, Las Arenas, Vizcaya. WTD 10/4/65.

367 Electronic components, accessories

SWEDEN—Electronic equipment and systems for industrial application. Firma Krister Amneus (agent), Ejdervagen 45, Farsta. WTD 10/1/65.

VENEZUELA—Electronic components and accessories for use in assembling TV sets and radios. Sales agency for Venezuela. Pedro E. Marino G. (sales agent), Aptdo. 5515, Chacao, Caracas. WTD 9/17/65.

372 Aircraft, parts

ITALY—Commercial aircrafts, aircraft parts and accessories. Tecnica Commerciale S. Giorgio (agent), Via S. Senatore 5, Milano. WTD 10/3/63.

381 Engineering, laboratory, scientific, research instruments

SPAIN—Nautical and navigational control equipment and apparatus for use in merchant and fishing vessels. Electronica Industrial Espanola, S.A. (importer, wholesaler, retailer), Paulino Mendivil 3, Las Arenas, Vizcaya. WTD 10/4/65.

382 Instruments for measuring, controlling, indicating physical characteristics

SOUTH AFRICA—Radioactive measuring instruments requested by nucleonic and electronic company; exclusive representation. Protea Physical & Nuclear Instrumentation (Pty.) Ltd. (importer), P.O. Box 7793, Johannesburg. WTD 3/23/65.

383 Optical instruments, lenses

GREECE — Mass spectographs. Importer-wholesaler-sales agent requests replies with cif Piraeus price quotations. Agency and/or direct purchase. Marios Dalleggio, 2 Alopekis St., Athens (139). WTD 8/30/65.

384 Surgical, medical, dental instruments, safety devices

ITALY—Personal safety devices, all kinds. Forind, Forniture Industriali di Sergio Barbieri (agent, distributor), Via L.Bartolini 1, Milan. WTD 9/21/64.

391 Jewelry, silverware, plated ware

HONG KONG—Cigarette lighters, smokers' accessories, made with precious metal only. Parker Distributor (Hong Kong), Ltd., (importer, distributor), P.O. Box 14251, Hong Kong. WTD 9/22/65.

394 Toys, amusement, sporting goods

ITALY—Fishing tackle, rods, reels, lines, accessories, high, medium and low price. A. Fusi & Co. (distributor), Via Domenichini 11, Milan. WTD 3/18/64.

399 Manufacturing industries

HONG KONG—Cigarette lighters, smokers' accessories. Parker Distributors (Hong Kong), Ltd., (importer, distributor), P.O. Box 14251, Hong Kong. WTD 9/22/65.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, preserving foods

BRAZIL—Heart of palm; exporter desires to contact distributors or well-established agents. Trimex S.A. Transoceanica Importação e Exportação, Rua Visconde de Inhaúma 58, 8° andar, sala 801, Rio de Janeiro ZC-25, Estado da Guanabara. WTD 6/8/65.

225 Knitting mills

KOREA—Knit sweaters made of acrylic yarn, angora wool, blended wool, etc. Seeks importer and/or distributor. Oriental Traders Corp. (importer, exporter, commission merchant), Rm. 505 Dong Yang Bldg., 9-15 Namchang-dong, Choong-ku, Seoul. WTD 10/5/65.

264 Converted paper and paperboard products

★★ TAIWAN—Trade Mission

Polyethylene bags. Maison Albert David (manufacturer, importer, exporter), 198 Nanking West Rd., Taipei. WTD 9/22/65. TM 20.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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328 Cut stone products

BRAZIL—Black granite blocks, ready to be sawn; exporter desires to give representation to distributors or well-established agents. Damina Comércio e Representações Ltda., Avenida Nilo Peçanha 26, 8° andar, sala 806, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 10/6/65.

331 Steel mill products

BRAZIL—Centrifugal cast iron tubes, seamless and welded steel tubes, desires to contact distributors or well-established agents. Lyra Comércio e Representaçóes Ltda. (exporter, wholesaler, representative), Rua da Candelária 80, 3° andar, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 9/16/65.

339 Primary metal industries

SPAIN—Small and medium sized iron and steel chains for use in shipping, in mines, railways, etc. Desires U.S. distributor. Pamphlets available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Cadenas y Forjados, S.A. (manufacturer, exporter), Prolongación de Santa Ana, Lejona, Vizcaya. WTD 10/4/65.

344 Fabricated structural metal products

BELGIUM—Steel shoring beams, steel formworks, steel props, steel scaffolding and crossbeam supports. Will sell to wholesale dealers and retailers. S.E.C.O. (Steel Equipment Co.) P.V.B.A (manufacturer, exporter), 107 Theofiel Van Cauwenberghslei, Schoten, Antwerp. WTD 10/5/65.

356 General industrial machinery

SOUTH AFRICA—Swimming pool filter units, made of fiber glass, in several sizes, which take standard American-made filter cartridges. Manufacturer seeks distributors or agents. Filters & Strainers (Pty.), Ltd. (manufacturer, importer, exporter), P.O. Box 3605, Durban, Natal. WTD 3/12/65.

399 Manufacturing industries

★★ TAIWAN—Trade Mission

Household brooms, paper products. Maison Albert David (manufacturer, importer, exporter), 198 Nanking West Rd., Taipei. WTD 9/22/65. TM 20A.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—O. I. Higgins, S. Haines, N. Kefford, Kingaroy Peanut Marketing Board, Kingaroy, Queensland, **interested in peanut harvesting and harvesting equipment, peanut shelling and grading equipment;** requesting technical information on peanut growing, harvesting, bulk handling, drying, shelling and grading. Oct. 18 via San Francisco for 3-4 weeks. c/o Department of Commerce Field Offices en route. Itinerary: San Francisco; Raleigh, N. C.; Atlanta; Richmond, Va.; Houston.

BRAZIL—Aharon Szterenfeld, Paschoal Paskin & Filho Ltda., Rua Leopoldina Rego 647, Penha, Rio de Janeiro, GB, Zc 22, **interested in importing production equipment for large scale manufacture of leather belts and billfolds and in establishing contact with U.S. manufacturers with well-known trade names to negotiate the use of such names and techniques in Brazil.** Oct. 15 via New York for 40 days. c/o Hotel Taft, 7th Ave. and 50th St., New York, N.Y. Itinerary: New York, Washington, Miami. WTD 8/21/64.

ECUADOR—Bolivar Pacheco, Fabrica de Velas Tungurahua, Casilla 51, Ambato, **interested in sources of supply for paraffine for candle manufacturing and acting as representative for U.S. firms for sales of paraffine in Ecuador.** Oct. 25 via Los Angeles for 3 weeks. Write to 5326 Lincoln Ave., Los Angeles, Calif. or Hotel Taft, 7th Ave. at 50th St., New York, N.Y. Itinerary: Arrive Los Angeles Oct. 25; arrive New York Nov. 5. WTD under revision.

FINLAND—Jukka Heinisto, Director Huhtamaki-Yhtyma Oy Mix-Factory, Turku, interested in **food and beverage refreshment products in instant form;** requesting technical information. Nov. 1 via Chicago for 16 days. c/o Finnish Consulate General, 200 E. 42nd St., New York, N.Y. 10017. Itinerary: Nov. 1-4 Chicago, Nov. 5-6 San Francisco, Nov. 8 Los Angeles, Nov. 9-11 Atlanta, San Juan Nov. 12-13, Nov. 14-16 New York. WTD 11/6/64 on Huhtamaki-Yhtyma Oy, Helsinki.

FRANCE—Mr. Chapuis and Mr. Mulot, Metal Chainex, 30 Rue de Gramont, Paris, **interested in exporting chains and requesting technical information on unwelded and welded chains, twist chains, rings, hooks, dog chains, cow chains.** Oct. 17 via New York for 3 weeks. c/o Mr. Brown, 195 Adams St., Brooklyn 1, N.Y.; telephone: UL 5-2053. Itinerary: New York, Philadelphia, Chicago, Detroit, Cleveland. WTD in preparation.

GERMANY—Walter Traube, Sanitaetshaus Traube, 96 Nordstr., 4 Duesseldorf, **interested in importing hospital and laboratory equipment and teaching equipment for schools including entomology.** Via New York until Oct. 31. c/o Erwin Klish, 1270 West Ardmore Ave., Chicago, Ill. 60626. Itinerary: New York, Chicago. WTD 9/28/65.

Waldemar Grinke, Hewaldstr. 10, 1 Berlin 62, **interested in establishing connection with larger U.S. manufacturers of textiles and related products for agency or licensing or joint venture arrangements.** Oct. 26 via New York for 2-3 weeks, c/o Manger-Windsor Hotel, Avenue of the Americas at 58th St., New York, N.Y. Itinerary: New York. WTD in preparation.

INDIA—Chandra Kumar Somany, Production Organizer, Hindusthan National Glass Manufacturing Co., Ltd., 2 Wellesley Place, Calcutta 1, **on study tour to learn latest production methods in the U.S. glass container manufacturing industry.** Oct. 15 via New York for 1 month. Itinerary: New York c/o American East India Corp., 25 Broadway; Hartford; Pittsburgh c/o Ferro Corp.; Cleveland; Seattle c/o Northwestern Glass Co.; Baltimore c/o Maryland Glass Corp. WTD 7/8/63.

IRAQ—Nizar Shubbar, Khan Al Tabataba'i, Safafir St., Baghdad, **interested in representing U.S. suppliers of textiles.** First part of Nov. via New York for 3 months. c/o Department of Commerce New York Field Office. Itinerary: New York; others to be arranged. WTD 10/2/65.

JORDAN—Misbah A. Maraqa, representing Saleh Y. Maraqa & Co., Rida St., or P.O. Box 527, Amman, **interested in importing textiles, draperies, curtains, rugs and floor coverings, upholstery fabrics into Jordan.** End of Oct. via Washington for 2-3 weeks. c/o Department of Commerce New York Field Office. Itinerary: Washington, New York. WTD 3/6/64.

MALAWI—Jack Lawrence Odell, Veterinary Dept., Ministry of Natural Resources, P.O. Box 193, Limbe, **interested in visiting poultry farms.** Nov. 1 via San Francisco for 10 days. c/o President Wilson, President Shipping Lines, San Francisco, Calif. Itinerary: Los Angeles, New Orleans, Miami.

PAKISTAN—Sleem Majidulla, Sandoz (Pakistan) Ltd., 19 B First East St., Defense Housing Society, Karachi, **interested in meeting U.S. management consultants.** Oct. 15 via New York for 6-8 weeks. c/o Sandoz Pharmaceuticals, Hanover, N.J. Itinerary: New York, Washington. WTD in preparation.

Hussain Siddiqi, Tijarat Agencies, 618 Muhammadi House, McLeod Rd., Karachi, **interested in securing agencies from U.S. manufacturers of cranes, compressors, generators, welding equipment, electric hoists;** requesting technical information. Oct. 15 via Texas for 4-5 months. c/o Walker-Neer Manufacturing Co., Inc., P.O. Box 2490, Wichita Falls, Texas. Itinerary: Wichita Falls, Chicago, New York. WTD 12/30/63.

SOUTH AFRICA—Dudley Pape, Paragon Chemicals (Pty.) Ltd., 701 Royal Arcade, Johannesburg, **interested in obtaining franchise for South Africa for Industrial chemical raw materials and industrial cleaning equipment.** Oct. 14 via New York for 5 weeks. c/o Consulate General of South Africa, 655 Madison Ave., New York, N.Y. Itinerary: New York, Los Angeles, Minneapolis, Detroit, Cleveland. WTD 7/7/65.

Gerald Wolman, representing Transworld Industrial Corp. (Pty.) Ltd., Live Rock Lobster Corp. (Pty.) Ltd., Interpesca (Pty.) Ltd., and Uitsig Motors (Pty.) Ltd., 2016 Sanlam Centre, Foreshore, Cape Town, **interested in export and import of foodstuffs and securing licenses from U.S. manufacturers to make foodstuffs in South Africa.** Oct. 16 via New York for 2 weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, Los Angeles, San Francisco. WTD 7/9/64 on Transworld Industrial Corp. (Pty.) Ltd.

TAIWAN—Paul C. C. Chang, Taiwan Television Enterprise, Ltd., and Taiwan Power Co., 990 Chung Cheng Rd., Taipei, **interested in contacting suppliers of color TV, microwave equipment, telecommunication equipment, educational electronic instruments; requesting technical information on production of micro-electron circuit.** Nov. 1 via New York for 3-4 months. c/o Daniel T. E. Yang, 2276 Berea College Station, Berea, Ky. Itinerary: New York, Camden, Washington, Chicago, Seattle, Los Angeles. WTD 2/17/64 on Taiwan Television Enterprise, Ltd. WTD 12/14/64 on Taiwan Power Co.

K. H. Hsiung, Cathay Engineering Co., 1787 Chung Cheng Rd., Taipei, **interested in contacting suppliers of an alumina plant, overhead traveling cranes, chemical plants, to secure representation.** Late Oct. or early Nov. via New York for 2-3 weeks. c/o T. Y. Hsiung, Chinese Investment & Trade Office, 515 Madison Ave., New York 22, N.Y. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco, Honolulu. WTD in preparation.

Future Construction

BRAZIL—The Inter-American Development Bank has announced the approval of a loan to Brazil for the equivalent of $5 million from its Fund for Special Operations to help finance a program of **preinvestment studies** in that country.

The program will be carried out by the Fundo de Financiamento de Estudos de Projetos e Programas S.A., a fund established by the Brazilian Government this year to finance the preparation of feasibility studies, the drafting of final projects and the execution of sectorial studies.

The program, being carried out at a total cost of $7.5 million, seeks to stimulate a greater volume of investments and facilitate the attainment of the goals of Brazil's Economic Action Plan, which contemplates an annual rate of investment equivalent to 17% of the gross domestic product.

The program will facilitate the utilization of external and internal resources and will improve the technical and administrative capacity of public and private enterprises to formulate studies and select, evaluate and promote the corresponding investment projects.

FINLAND—An agreement reportedly was signed recently in Helsinki between Outokumpu Oy (a Finnish Government enterprise) and the Canadian Bay Steel Company according to which the Finnish firm will design a **sulphur production plant** to be built in the province of New Brunswick.

The plant will be using a unique method for purifying sulphurous pyrites (containing arsenic) which Outokumpu Oy has developed. Scheduled for completion by Spring 1967, the plant's total estimated cost will be $CAN 63 million.

Bay Steel has not yet decided upon a supplier of machinery for the plant but Outokumpu officials believe their firm has good possibilities of selling its own machinery to the Canadian enterprise.

When completed, the New Brunswick plant will have an annual production of 1.1 million tons of sulphurous pyrites ore which will be used in the processing of some 635,000 tons of high grade iron ore, 850,000 tons of sulphuric acid, and 250,000 tons of elemental sulphur.

ISRAEL—Four representatives of the British Interstate Economic Development Company have arrived in Israel for examining the possibility of their participation in the implementation of a scheme for a Tel Aviv **subway** submitted by the Paris Metro. They have discussed the matter with Mayor Namir and will be received by Mr. M. Carmel, Minister of Transportation. The company is reported to have carried out similar public building schemes in England, Australia, Ghana and other East and Western Africa countries.

JAPAN—The Export-Import Bank of Washington has authorized a loan of $9,525.000 to Chubu Electric Power Company of Nagoya, Japan, to help finance the purchase, shipment, and supervision of installation of a **500 megawatt steam turbine generator.**

The new generator will be supplied by IGE Export Division of General Electric Company (IGE) for installation at Chubu's new Chita station near Nagoya. General Electric Technical Services Company, Inc., (GETSCO) will provide field supervisory services. Total cost of U.S. equipment, services and shipping charges on U.S. ships will be some $12.4 million.

Chubu Electric Power Company, which serves central Japan, ranks third among Japan's nine power companies in revenues and generating capacity. It is also the country's fastest growing utility in the most rapidly developing part of Japan. To meet growing demand for power, Chubu will double its system capability from 4,000 megawatts to 8,000 megawatts by 1970. Most of this new capacity will be thermal generation—both conventional and nuclear—since hydro resources in the area are almost fully developed.

LEBANON—The Minister of National Economy, Rafiq Naja, has approved and sent to the Council of Ministers, plans for a new **petroleum refinery** to be constructed at Batroun. The refinery, according to its backer, Deputy Manuel Younis, will be "equal in importance to those of IPC and Medreco." Capitalization of the new company is to be $20 million and subscribed to by German and American backers as well as Lebanese.

MALAYSIA—A five man team from Japan's Overseas Technical Cooperation Agency will begin a site survey this month for a proposed **6,000 megacycle microwave link** between Kuala Lumpur and Kota Bahru via Kuantan. The survey will take three months. When it is completed, Japan expects to supply equipment for the microwave stations.

The Government of Malaysia has assigned a high priority to this project and will include the expenditures for the link in the budget for the First Malaysian Five Year Plan. When the link is finished it will provide improved telephone service and later on television broadcast capabilities to all of the major population centers on the east coast of the States of Malava.

NICARAGUA—A loan equivalent to $12 million approved by Inter-American Development Bank to help finance **construction of more than 377 miles of secondary roads.**

Nicaragua's highway department, the Departamento del Carreteras del Ministerio de Fomento y Obras Publicas, will use the proceeds of the loan to finance the foreign exchange costs and part of the local costs of the secondary road construction program, whose total cost is estimated at $17.2 million.

The program calls for the construction of three access roads totaling 95 miles and 16 farm roads totaling 282 miles.

The access roads will link Nicaragua's Northeastern cotton producing area with the rest of the country and with an undeveloped region on the nation's central coast south of Managua.

The farm roads will link 38 communities spread out over an area of 3,300 square miles in the milk-producing zone of Matagalpa in Nicaragua's region.

SOUTH AFRICA—(1 rand = $1.40). The contract for the construction of a new R70 m. **steel plant** to be built at Witbank was signed in London by Sir Maurice Fiennes, Chairman of Davy Ashmore, and Mr. H. G. Oppenheimer, Chairman of the Anglo-American Corporation.

The initial planned capacity of the plant is 350,000 tons of finished steel and 18 m. pounds of vanadium pentoxide a year. By mid-1970 annual plant production is expected to reach 600,000 tons of finished steel and 25-30 m. pounds of vanadium pentoxide. It will supply Vanadium Corporation of America with large amounts of vanadium pentoxide from 1968 onwards.

The Railways Administration will shortly call for tenders for two new **electrified railway lines to be built in the Durban area.** The two projects are a line to the Umlazi African township, estimated to cost R5 million ($7 million), and a line to Chatsworth, the Indian township, estimated at R5.2 m. ($7.28 m.). Both projects will require considerable modifications to certain existing lines, as well as the construction of numerous new bridges and tunnels.

The new lines are not expected to be completed until late 1970. The Umlazi line will serve an anticipated 48,000 people daily, the Chatsworth line, 32,000. Initially 247 coaches will be ordered.

SPAIN—The Ministry of Industry has announced a tender for the construction and operation of a new **uranium concentrating plant to be built on the outskirts of Ciudad Rodrigo** in the Province of Salamanca. At present, one small uranium concentrating plant is in operation in the town of Andujar, Jaen.

Only private Spanish companies with 100% national capital may submit bids for the new plant and they must do so within a four-month period dating from August 19. If private companies fail to submit adequate bids, a State company will be created to construct and operate the plant.

The new plant must have the capability of treating 1,000 metric tons of mineral daily, which should correspond to a production of about 300 tons of uranium oxide, U_3O_8, annually. The Junta de Energia Nuclear guarantees the purchase of at least 300 metric tons of U_3O_8 for five years at a price of 1000 pesetas per kilogram (about $7.8 per lb.).

SYRIA—(£S3.80 = $1.00). The Syrian General Petroleum Authority (GPA) intends **to expand the present oil refinery in Homs** to process heavy crude oil produced in the Suweida and Karatchuk oil fields. The present facilities are designed to refine the relatively light oil brought to Homs through the Iraq Petroleum Company's pipeline from Iraqi oil fields, but are not capable of refining the heavy Syrian crude.

The GPA stated that the present notification was merely a preliminary statement and that detailed contract specifications would not be issued until the spring or summer of 1966. A French consulting firm has been hired to study the project and will present its findings to the GPA at that time.

The GPA did add, however, that it expected the total contract to be valued at somewhere between £S 30 million and £S 50 million and that the quantity of oil to be refined in the new facility was estimated at 3 million tons.

Financing would have to be arranged by the bidder and the terms would be weighed in considering each bid. The work of expansion would have to be completed in two years.

Interested parties should write or visit the General Petroleum Authority, Damascus, S.A.R., or cable: PETROSYNT Damascus.

Significant Awards

AUSTRALIA—A contract has been let for the construction of a new tracking station, six miles from Canberra, for the U.S. space research program. The station will be located at Honeysuckle Creek, and will be the third in the Australian Capital Territory. The Federal Minister for Works, Senator John Gorton, said in Canberra that the Honeysuckle Creek Station was part of a worldwide network associated with the Apollo project to land astronauts on the moon.

An unidentified Canberra firm was awarded the contract, which is for about £600,000 ($1,344,000). The National Aeronautics and Space Administration will pay for construction, and the station will be managed and operated by the Australian Department of Supply.

CANADA—A list of firms awarded contracts by various Canadian Government agencies during August and September is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

GREAT BRITAIN—(1£ = $2.80). Bristol Siddeley Engines has won a contract, initially for £7.5 million ($21 million) to develop and manufacture the M-45H fan jet engine which will be used in the VFW-614 jet transport being developed by the Vereinigte Flugtechnische Werk of Bremen.

The VFW-614 is a low wing, short haul jet transport designed for a variety of missions including passenger and freight haulage, up to 36 passengers or a 10,000 lb. payload, an executive aircraft or a light military transport. The VFW-614 is one of several German transport aircraft projects on the drawing board or in the prototype stage.

IRAQ—(1D1 = $2.80)—Three bidders for construction of the 6-story Tourist Center building at Tahrir Square, Baghdad, submitted these offers: Abdul Rahim Ghaffouri al-Midlij, Fatma Building (3rd floor) Al Tahrir Square, Baghdad—ID 368,000 (low bidder); Faraj Fargo, c/o Hasso Marketing, Rashid Street, Baghdad—ID 415,000; Grupo Kuwait Co. (Italian) (builders of Kuwait prison)—ID 780,000. The tender closed in late August. The award is expected soon.

New Books and Reports

***International Finance.* By Richard Ward. Published by Prentice-Hall, Englewood Cliffs, N.J. 213pp. $9.**

The author attempts a new approach to the problem of international transactions by integrating the fields of money and banking with international economics. Placing particular emphasis on the international operations of commercial banks and the foreign exchange markets, he also studies the relationship between domestic policy and the balance of payments; and examines trends toward an international monetary mechanism.

A special section treats the forward exchange market, and throughout the work there are comparative discussions of alternative international monetary systems.

Prentice-Hall has also recently published: **The Pure Theory of International Trade,** by Murray C. Kemp; and **The Theory of Exchange** by Peter Newman.

Write: Prentice-Hall, Inc., Publishers, Englewood Cliffs, New Jersey 07632.

***Indo-Foreign Collaboration Agreements in Engineering Industry—1964.* By the Research Department of the Engineering Association of India. Calcutta. Price 5 rupees or $1.05.**

Part one outlines India's policy regarding foreign capital, the procedure for approval, trends and the details of collaboration agreements in the engineering and industrial field.

The second part contains the facts about Indo-foreign collaboration agreements in the engineering and manufacturing field approved during 1964. Names of collaborating companies and items to be manufactured are included.

Write: The Secretary, Engineering Association of India, India Exchange (8th Floor), India Exchange Place, Calcutta —1, India.

***Pharmaceutical Firms: U.S., Canada and Mexico 1965.* Noyes Development Corp., Park Ridge, New Jersey. 91pp. $15**

This directory lists the names and addresses of the leading 200 Canadian and 400 Mexican pharmaceutical firms. It is designed as a guide to potential acquisitons and the largest pharmaceutical buyers, an aid in preparing market reports, and a tool for increased sales effectiveness.

The same publishers also put out: **Investment in the Caribbean,** 132pp., $12; **Latin American Chemical Guide:** 1964, 94pp., $15; and **International Fertilizer Guide: 1963-64,** 51pp., $12

Write: Noyes Development Corp., 118 Mill Road, Park Ridge, N.J. 07656.

Niger investments

The Ministry of Finance and Economic Affairs of Niger has published a small, loose-leaf booklet in English entitled *Niger Investments* which contains some general information about Niger and its political institutions, economy, foreign trade, financial and commercial institutions, and development, followed by sections setting forth the Investment Code, Petroleum Code, Mining Code and Labor Code.

This publication, which is also available in French, may be obtained free of charge from the *Direction des Affaires Economics, Ministere des Finances,* Niamey, Niger.

***Common Market Business Reports.* Published monthly by United Europe Management Consultants, Madrid.**

A recent issue contained 31 leads for new business opportunities in France, 75 in West Germany, 35 in Italy, 23 in the Netherlands, and 34 in Belgium-Luxembourg. The same organization publishes a monthly digest of economic and business news of Spain, which is an applicant for membership in the Common Market.

Write: Harry Wassall, President, United Europe Management Consultants, Inc., Torre de Madrid 5-12, Madrid, Spain.

***Weekly Bulletin of Industrial Licenses, Import Licenses, and Export Licenses.* Published by the Government of India, New Delhi. $1.47 plus postage.**

Contains detailed information about import, export, and industrial licenses issued to distributors, local consignees, shippers, and those planning industrial projects.

Write: Director of Statistics, Office of the Chief Controller of Imports and Exports, Government of India, Udyog Bhavan, Moulana Azad Road, New Delhi.

***Praeger Special Studies in International Economics and Development.* Frederick A. Praeger, Publishers. New York.**

The latest titles to be published include:

The Management of Technical Assistance Programs: With Special Reference to the Needs of Developing Countries. By Lawrence W. Bass. 154pp. $8.50

Modernization and African Labor: A Tunisian Case Study. By Willard A. Beling. 274pp. $12.50

Americans in Technical Assistance: A Study of Attitudes and Responses to Their Role Abroad. By Francis C. Byrnes. 168pp. $12.50

Opportunities for Investment in Chile: A Program for Encouragement of Private Industry. By Libert Ehrman, 200pp. $12.50

United Nations Conference on Trade and Development. By Kamal M. Hagras. 184pp. $15

The Foreign Trade of Communist China: Its Impact on the Free World. By Pauline Lewin. 136pp. $15

Foreign Investment and Development in Liberia. By Russell U. McLaughlin. 170pp. $15

Economic Development in Latin America: An Annotated Bibliography. By John R. Wish. 160pp. $8

Labor Policy and Practices in Spain: A Study of Employer-Employee Relations Under the Franco Regime. By Fred Witney. 115pp. $12.50

Write: Special Projects Division, Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Asian Economic Development.* Edited by Cranley Onslow. Frederick A. Praeger, New York, 243pp. $7.**

This book outlines the practical development achievements of the six closely related countries of Burma, Ceylon, India, Malaya, Pakistan and Thailand. Particular attention is given the rate and pattern of economic growth; Government attitudes toward planning; the relative achievements of private and public enterprise; and internal and external factors which have influenced actual performance.

The editor's overall analysis concludes that the lesss-developed world is not a homogeneous and stagnant mass, though it is often written and spoken of as such.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201-956/18

Calendar *for international traders*

ATLANTA—Oct. 28—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BROOKLYN, N.Y.—Oct. 27—International Trade Course, 1st of seven weekly sessions, Long Island University. Sponsors: Long Island University; Field Office, Department of Commerce; REEC.

BROOKLYN, N.Y.—Oct. 27—"Profits in Exports" Meeting, 2:30-4:30 p.m., Hotel Granada. Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

CAMBRIDGE, MASS.—Nov. 4—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel.

CEDAR RAPIDS, IA.—Oct. 26—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Oct. 28—Export Problems Workshop, 3-5 p.m., Sherman House. Sponsor: International Trade Club of Chicago.

CHICAGO—Nov. 4—In-Office Meeting, Field Office.

CHICAGO—Nov. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 11 — Northwestern University Dinner. Speaker: John T. Connor, Secretary of Commerce.

CLEVELAND—Oct. 25—2nd Export Briefer Seminar, 16-week course on international trade, Cleveland Engineering and Scientific Center.

CORAL GABLES, FLA.—Nov. 4—South Florida REEC, monthly meeting, 12 noon.

DALLAS—Nov. 2—World Trade Committee, Chamber of Commerce, Baker Hotel.

DES MOINES, IA.—Nov. 12—Export Workshop, Chamber of Commerce. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

EAST LIVERPOOL, OHIO—Oct. 27—Export Workshop, 10:30 a.m.-12:30 p.m., (Dutch-treat luncheon following), Chamber of Commerce. Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

GRAND FORKS, N.D.—Oct. 27—2nd Annual Conference on International Trade. Sponsors: University of North Dakota; Field Office, Department of Commerce.

HONOLULU—Nov. 4—Honolulu Foreign Trade Zone User's Workshop, 9 a.m.-1 p.m., Princess Kaiulani Hotel. Sponsors: Chamber of Commerce; Sales and Marketing Executives Club of Hawaii; Hawaii State Dept. of Planning and Economic Development; Field Office, Department of Commerce; REEC.

HONOLULU—Nov. 18—REEC Meeting, in conjunction with membership quarterly meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: Senator Daniel K. Inouye.

KANSAS CITY, MO.—Oct. 26—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Oct. 27—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

KANSAS CITY, MO.—Nov. 10—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

KANSAS CITY, MO.—Nov. 17—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

LOS ANGELES—Oct. 29—In-Office Export Expansion Seminar, Field Office.

LOS ANGELES—Nov. 16—Export Managers Assn. of Southern California. Speaker: Paul E. Pauly, Bureau of International Commerce.

LOUISVILLE, KY.—Nov. 11—16th Kentucky World Trade Conference, International Center, University of Louisville. Speakers: David Bell, Administrator, Agency for International Development; Richard H. Lake, Executive Secretary, Foreign Trade Zones Board.

MEMPHIS—Oct. 27—Export Forum on World Currencies and Financing, Hotel Chisca Plaza. Sponsors: Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

MEMPHIS—Nov. 4—"First Step" Export Workshop, Field Office, Sponsors: Field Office, Department of Commerce; REEC.

MEMPHIS—Nov. 9—Memphis World Trade Club Meeting.

MEMPHIS—Nov. 10—Terminal Conference, U.S. Trade Mission to Lebanon, Iraq, Kuwait, Hotel Claridge. Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

MIAMI—Oct. 26—In-Office Export Conference, 10:30 a.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

MILWAUKEE—Nov. 2—Milwaukee World Trade Club, Holiday Inn-Central.

MINNEAPOLIS—Oct. 26—4th Annual Export Trade Workshop, 1st of five weekly sessions, Federal Bldg. Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC.

MINNEAPOLIS—Oct. 28—University of Minnesota Annual School of Business Administration Alumni Institute-Panel Discussion on "Problems and Profits in Foreign Markets", Radisson Hotel.

NEW YORK—Nov. 4—Machinery-Metals Export Club, monthly meeting, Overseas Press Club.

NEW YORK—Nov. 10—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; Field Office, Department of Commerce.

NEW YORK—Nov. 15-17—National Foreign Trade Convention, Waldorf Astoria. Sponsor: National Foreign Trade Council. Speaker: (World Trade Dinner, Nov. 17) John T. Connor, Secretary of Commerce.

NEW YORK—Nov. 16—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

PITTSBURGH—Oct. 26—Export Counseling, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC.

PITTSBURGH—Nov. 1—Export Seminar for Pittsburgh Schools, Field Office. Sponsor: Field Office, Department of Commerce.

PITTSBURGH—Nov. 12—Export Workshop, Western Pa. Assn. of Chambers of Commerce, Field Office. Sponsor: Field Office, Department of Commerce.

POINT CLEAR, ALA.—Nov. 5—Alabama REEC, annual meeting, Grand Hotel.

RUSTON, LA.—Oct. 28—Export Expansion Conference. Sponsors: Louisiana Polytechnic Institute; Field Office, Department of Commerce; REEC.

ST. LOUIS—Oct. 25—Export Trade Seminar, St. Louis University. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

ST. LOUIS—Oct. 26—In-Office "Show You" Workshop on Export Expansion, Field Office. Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

ST. LOUIS—Oct. 28—World Trade Club, monthly dinner meeting, Statler-Hilton Hotel.

ST. LOUIS—Nov. 8—Export Trade Seminar, St. Louis University. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

WASHINGTON—Oct. 25—Mail Advertising Service Assn. International, Washington Hilton Hotel. Speaker: F. D. Hockersmith, Acting Administrator, BDSA.

WASHINGTON—Nov. 9—National Electronics Manufacturers Assn., annual convention, Business Abroad Forum, Shoreham Hotel. Speaker: E. E. Schnellbacher, Bureau of International Commerce.

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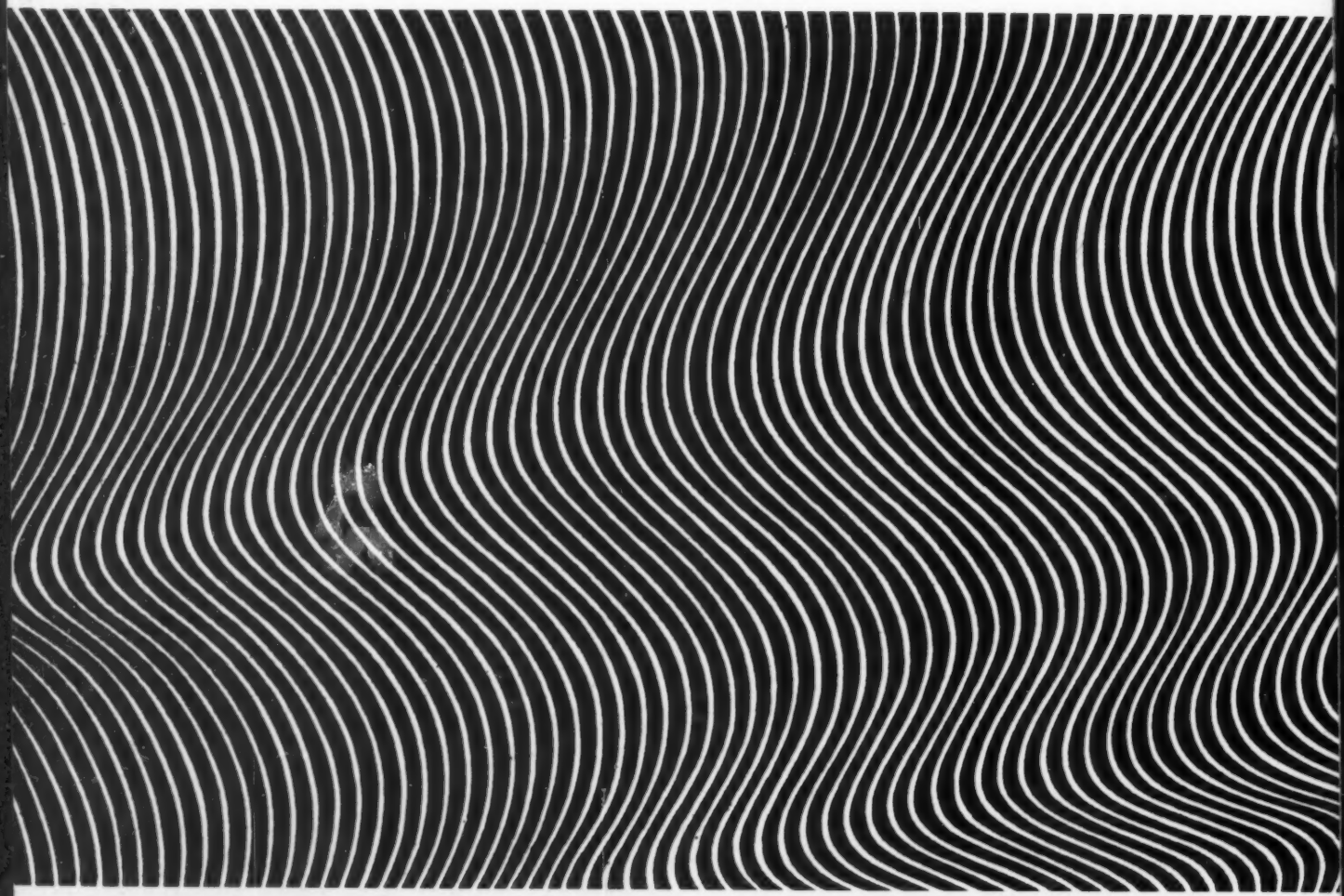

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